

Israel offered US missile with range of 460 miles

Pershing missile, which has a range of 460 miles, is to be offered to Israel, among other sophisticated armaments, under an addendum to Sinai agreement, President Ford confirmed last night. In Europe the missiles are equipped with nuclear warheads, but any supplied to Israel have conventional warheads.

Secret terms of Sinai pact disclosed

Fred Emery, Sept 16. The United States is offering Israel the Pershing missile, which has a range of 460 miles, under an addendum to the Sinai agreement, President Ford confirmed last night. In Europe the missiles are equipped with nuclear warheads, but any supplied to Israel have conventional warheads.

The first time how all-embracing the agreement is to be. Within the limits of the United States resources and Congressional authorization and appropriation. Thus, the United States pledges to be "fully responsive" to Israel's defence, energy and economic requirements, on an annual basis.

Steel peace talks fruitless as strike grip spreads

By Paul Routledge. The 15-month-old haggling over pay rates for the prototype of a new breed of blast-furnaces will be concluded in the few days available.

Palestinian terrorists 'ashamed' at end of flight to Algiers

From Victoria Britain. The first Palestinian terrorist attempt against fellow Arabs ended at 3.30 am today when the Algerian aircraft sent to Madrid for the hostages and the four Palestinians after a personal plea from President Sadat to President Boumedienne landed at Algiers.

Kissing couple were bombers, Crown says

A young couple kissed in a crowded public house in Guildford as they planned a 10lb time-bomb that killed five people, including two young women, today, the Crown said.

Mr Thorpe determined to remain leader

From Michael Hatfield. Political Staff. Scarborough. Mr Thorpe dispelled any doubts about his political future last night when he said that he intended to continue as leader of the Liberal Party.

UN adopts plan to solve Third World's problems

From Peter Srafford. New York, Sept 16. After several long nights of negotiations, the United Nations today adopted a wide-ranging resolution on relations between the developed and developing countries.

Alps grow taller year by year

Geneva, Sept 16.—The Alps are rising at the rate of 1mm a year, according to a study by Swiss experts from the Neuchâtel Institute of Geology and the Swiss Federal Topographical Department.

Doctors to test Rembrandt man

Amsterdam, Sept 16.—Wilhelmus de Kijf, the Dutchman detained after the knife attack on Rembrandt's "Nightwatch", was today ordered by a court to be sent to a psychiatric institute for examination.

Teachers settle New York strike

New York, Sept 16.—Delegates from New York's 55,000 teachers voted today to end their week-long strike which has closed the city's 950 schools.

Crime beating police

The growth in the number of crimes against property, at about 83 per cent a year, has outstripped that in the amount of resources allotted to the police, Professor R. L. Carter, of Nottingham University, said in Edinburgh yesterday when addressing a conference on serious property crime.

Planning plan rejected

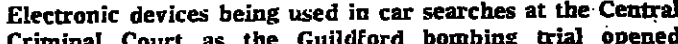
Lambeth council to redevelop 24 acres of housing in Streatham have been rejected by Mr Secretary of State for the Environment.

On other pages

Features, pages 7 and 16
Sue Maitland on the chaos in Holland as immigrants rush to beat the end of the year.
Bernard Levin: The dead, dead days, when playing records was a way of keeping fit.
Peggy Makins (Evelyn Home) on being an agony aunt.
Cookery by Katie Stewart.
Letters: On maritime priorities from Rear Admiral G. P. D. Ball; on a new relief force from Professor A. S. Livingston.
Dialogue among Arab brothers: Mr Crossland's final planning decision.
Arts, page 10
William Gaur on The World of Franklin and Jefferson (British Museum); John Higgins on Colin Davis; Stanley Reynolds on Newsday (BBC); concert notices by Paul Griffiths, Alan Slyn and Robert Shelton.
Sport, pages 8 and 9
Crick: Lancashire, the new champions end with a victory over Derbyshire; Football: Geoffrey Green previews the chances of Derby County in the European Cup; Racing: Prospects for the Ayr Western meeting.
Biology, page 10
Interview with American woman campaigning for families to have no children.
Obituary, page 10
Sir Alan Hudson-Tarvis; Josef Rosenblatt.
Business News, pages 19-24
Stock markets: Equities moved forward, but closed off the top after disappointing news from the steel strike.
The FT index added 4.2 to 326.0.
Financial Editor: Grindlays after the refinancing, looking beyond the trough at RICC; good first half at Bank of Scotland.
Business feature: The issues behind the conflict at the Rank Organisation are explained by Margaret Walters.

Decision on AUEW election is confirmed

Many of those who were killed or injured in the blast,



Mr. Wagner yesterday issued a long statement explaining the background of the executive decision, which affects chances of reelection. The executive had decided to form a new district to cover the area around the new town of Mill Keyway. It would embrace several small districts, including Barbours. The statement concluded:

ed Birmingham schools go independent

But those earning between £1,800 and £2,000 a year would have to pay only £48 towards school fees. The remission scale ranged from £1,000-a-year salaries £7,000 in the case of families with five children.

The governors say they buy what the Government's "time-

American way of life
Cambodia:
Sihanouk returns
ON SALE NOW

American way of life
Cambodia:
Sihanouk returns
ON SALE NOW

WE'D LIKE TO THINK WE ARE THE FIRST BANK TO STOP TREATING STUDENTS LIKE CHILDREN.

If you're a student and about to open a bank account, shop around.

Most banks want your business so much that they've been offering free goodies.

Last year, for example, Lloyds and Williams & Glyn's gave gift vouchers, National Westminster chipped in scenic cheques, while we offered Parker ball-pens.

The problem is what do we offer this year, a bigger gift?

It struck us that it might be more original to offer a better bank.

So from now on, out go the gimmicks. In comes something no other bank has ever trusted students with before: a Cash Card.

It means you can walk into any of our branches and get up to £10 cash a day with no questions asked.

You won't have to show a driver's licence or Union Card to establish your identity. Just sign your cheque and show your Cash Card.

Nor will you have to "wait a minute, please" while someone phones your branch to see if you're in credit.

With Barclays you're in credit, and you stay that way until you prove otherwise.

What else can we tell you about our new, improved bank?

You won't have to pay for cheques, standing orders or statements. This holds good so long as you don't slip into the red without first making an arrangement with your branch, and you don't borrow more than £50.

Which in itself raises another point: who do you ask if you need a little something to tide you over?

Who do you ask if you need a reference for a landlady? Who do you ask to chase up your Local Authority if it's late with your grant cheque?

The answer at our branches in towns where there are universities and polytechnics etc, is not three different people you don't know, but one person you do: your Student Business Officer.

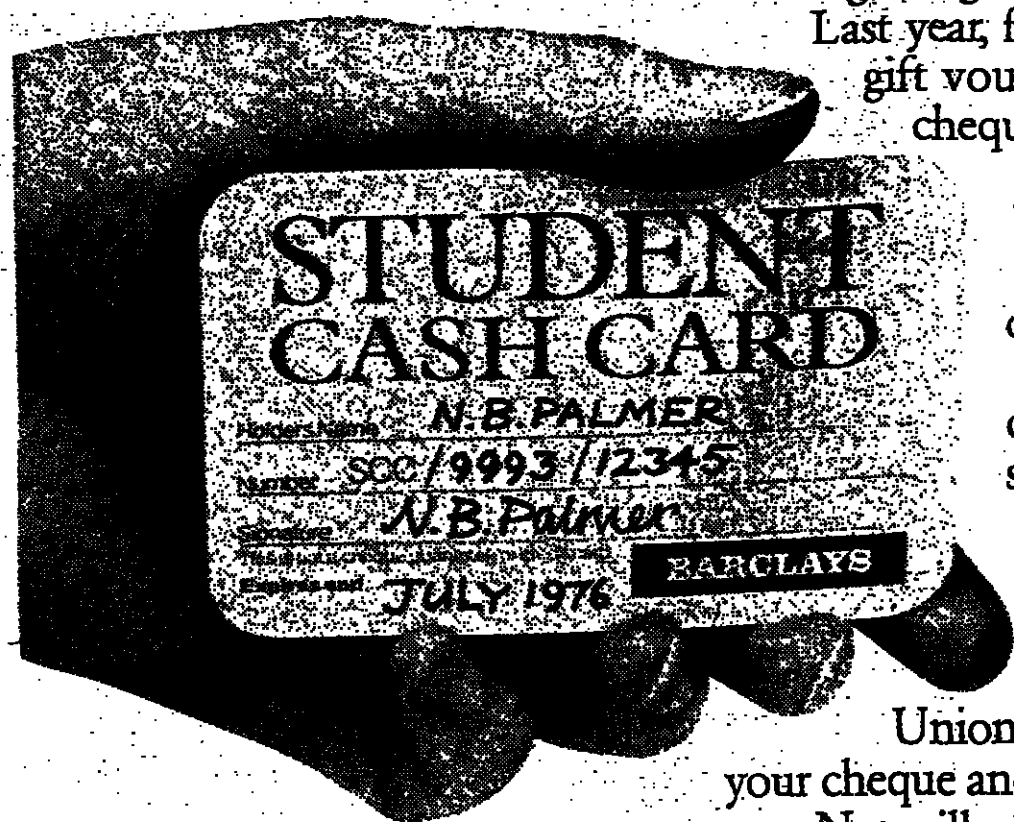
This is a new post we've created, usually a young man or woman whose

job it is to look after students.

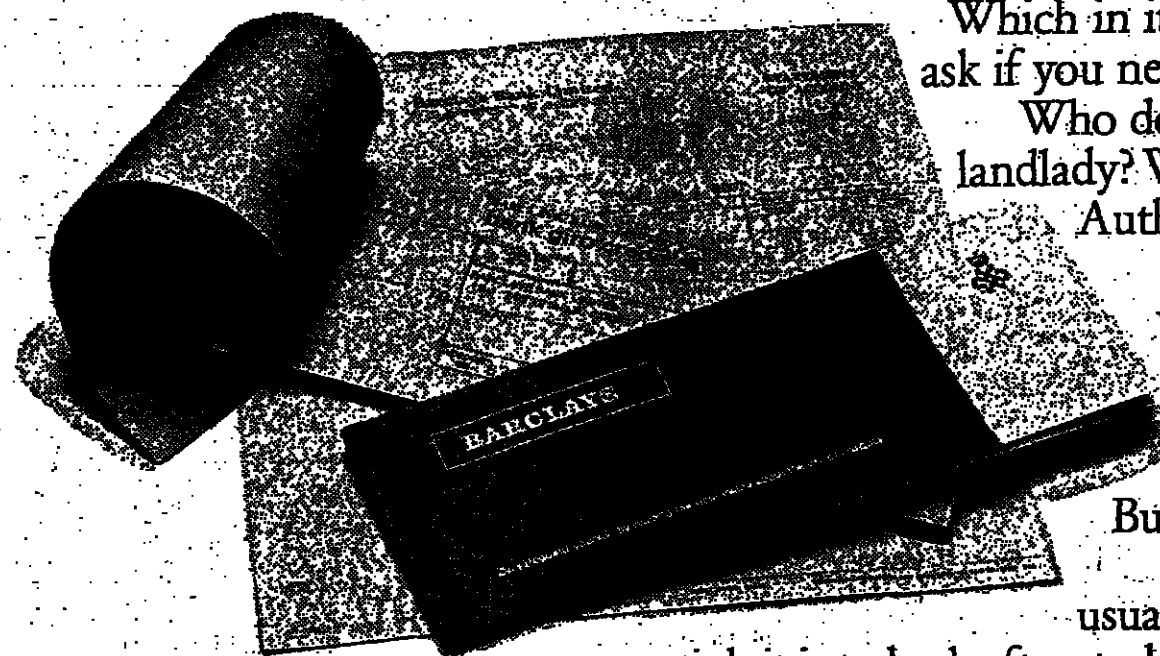
(And we mean look after - not just shake your hand and give you a map of the town.)

We'd like to think that we are the first bank to stop treating students like children.

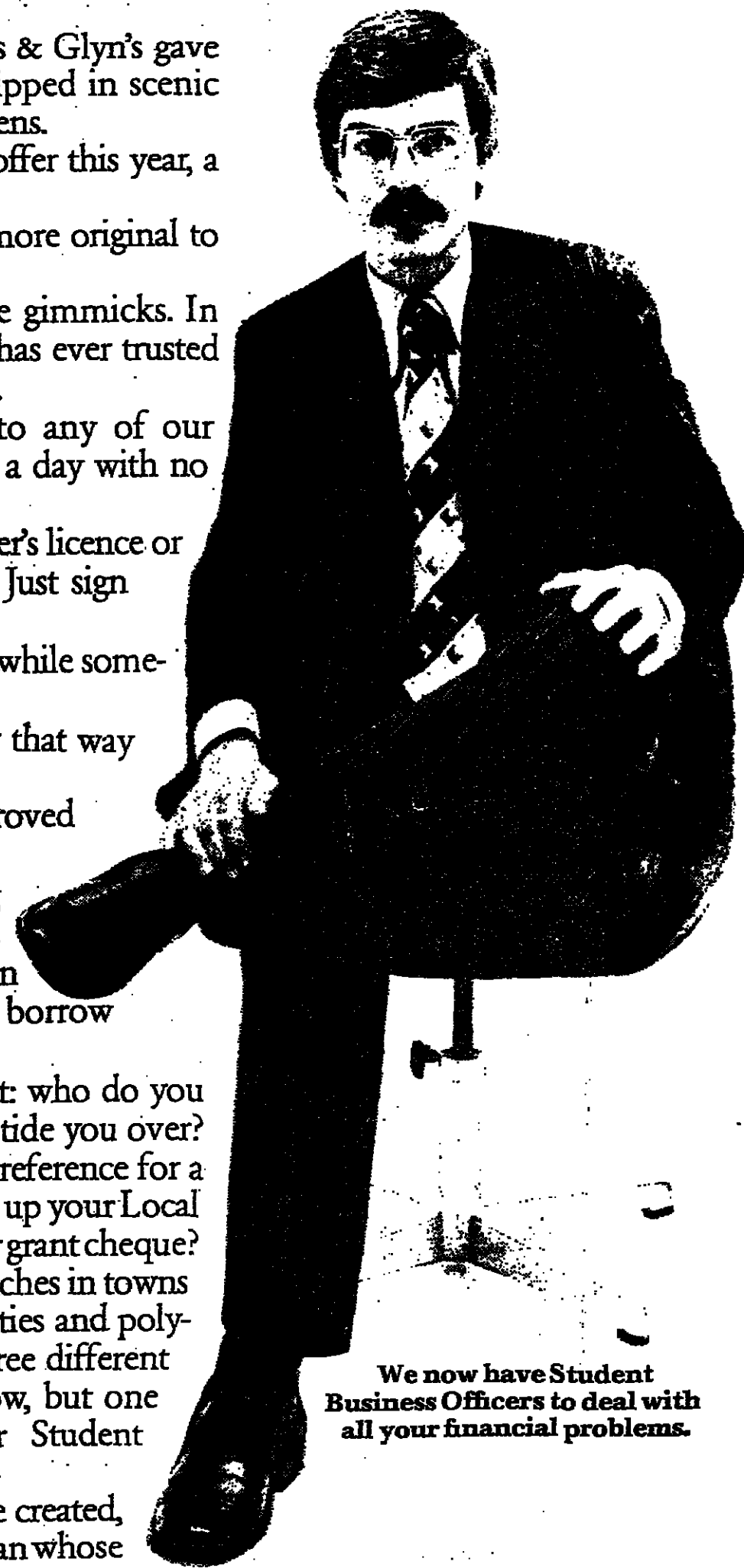
It's up to you to decide whether this is worth more to you than a free hand-out.



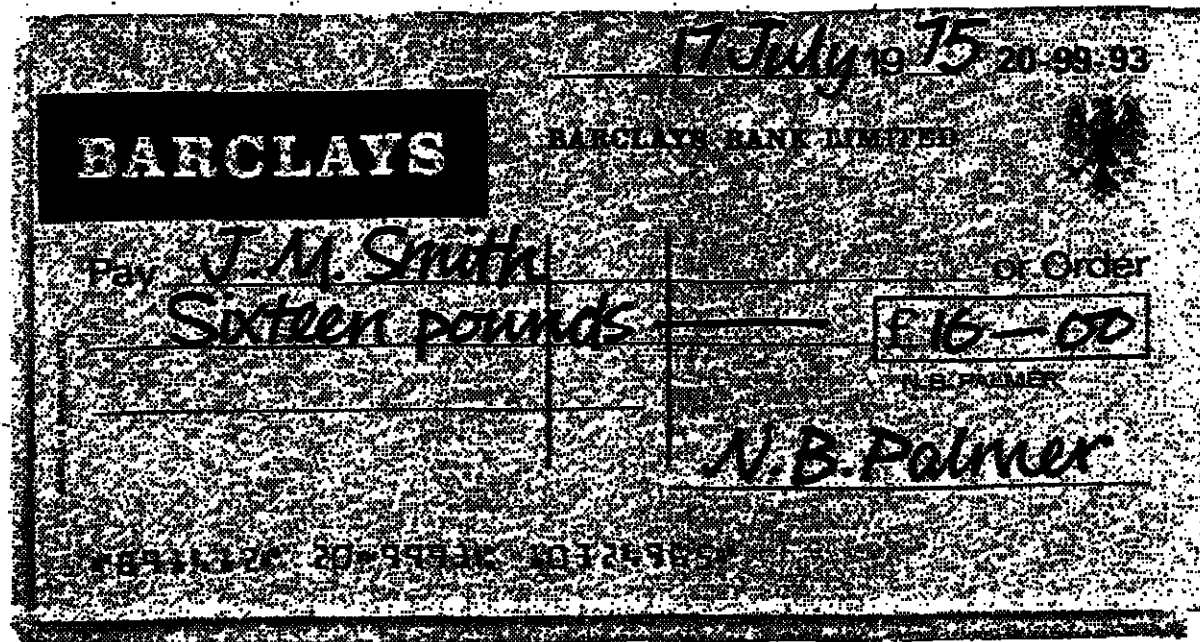
With this card a student can now get £10 cash a day from any of our branches, and no questions asked.



All your cheques, statements and standing orders are free.



We now have Student Business Officers to deal with all your financial problems.



HOME NEWS

Increase in thefts is outstripping police resources, experts told

From Peter Evans
Edinburgh

The cost of crime against property, including spending on prevention and control, has reached 2 per cent of the gross national income a year, says Professor R. L. Carter, of the Department of Industrial Economics at Nottingham University, said in Edinburgh yesterday. He was addressing a conference on the cost of crime in the United Kingdom. He said that the cost of crime was a growth industry, he said that if the rest of British industry was performing as well as the criminals were the economy would be in a far healthier state.

The growth in crime had outstripped resources devoted to the police. After allowing for the effect of inflation, Professor Carter estimated that the annual rate of growth in the value of all recorded losses due to theft in England and Wales over the past 20 years had been about 8 per cent, compared with an increase in the real gross national product of under 3 per cent a year.

Referring to central and local government spending on the police service in England and Wales over the 12 years from 1960 to 1972, he estimated that the resources employed had increased at an annual rate of about 5 to 6 per cent. Although no official figures were available, a reasonable allocation to the control of theft would be about a quarter.

The conference is organized by the School of Criminology and Forensic Studies of Edinburgh University in association with the law faculty. Scottish and English lawyers and representatives of the Civil Service, the police security companies, banks, oil companies and insurance organizations are taking part.

Professor F. H. McCulloch, director of the School of Criminology at Edinburgh University, said there was a disproportionate growth in the number of carefully planned and accurately executed crimes. The network through which information was passed, through which the gangs members were briefed, and through which the gangs operated, was the total value of unrecovered losses has trebled.

"In London alone," he said, "the number of planned robberies involving losses of more than £800 handled by the police each year exceeds the total volume of all robberies committed annually in the 1950s, and the total value of unrecovered losses has trebled."

Detection rates were relatively low for the better planned property crimes. Where money or goods to be stolen were cleared up by the police, rates of acquittal were quite high.

Turning to terrorism, Professor McCulloch said: "The movement of vulnerable persons in the community, such as an ambassador's children going to and from school, has often now to be treated as a similar kind of security problem to that of valuable goods in transit and accordingly in like manner exercises the initiative of the police and private security organizations."

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Family Fund to get new grant of £2m

By Diana Geddes

The Government has decided to give £2m more to the Family Fund for severely disabled children. Mr. Morris, Under Secretary of State for the Disabled, announced yesterday. That brings the total government grant to the fund in the two and a half years of its existence to £8m.

Mr. Morris, who was visiting the Children's Hospital for severely handicapped children, in Sussex, said the decision to make a further grant to the fund had not been easy in the difficult economic circumstances. The question was whether the fund should stay in existence.

The fund was set up at the end of 1972, at the height of the thalidomide controversy, with an original grant of £3m to provide additional financial help for families with congenitally handicapped children. To that the Government added a further £3m in October last year and at the same time extended the provisions of the fund to help for severely disabled children.

The second allocation would be spent by November, Mr. Morris said. "I was determined to see that the fund did survive, and it is a matter of great personal pleasure to me that it will be continuing its important role in helping families of severely disabled children," he added.

It has been estimated that 80,000 congenitally handicapped children and a further 10,000 children who have developed handicaps since birth are eligible under the rules of the fund, which is administered by the Joseph Rowntree Memorial Trust. Figures from the Department of Health and Social Security show that a total of £4,827,000 had gone to 17,393 cases up to the end of June this year.

Mr. Dennis Hinch, secretary of the fund, said that about 30,000 families had approached it and that about a thousand applications were coming in each month.

About 15 per cent of those had to be rejected on various grounds. Mr. Hinch said he welcomed the Government's announcement of a further grant. The trust had already agreed to continue to administer the fund beyond the three years to which it had initially agreed, which expired next March.

Chief Supt. Hugh MacKenzie, head of Strathclyde CID, said that police intelligence sources indicated that the Tartan Army had intended the recent action to gain publicity. They appear to be getting this in full measure, he said.

No damage was done in the railway line explosion and parts of the explosive devices used in both incidents had been sent for scientific comparison, he said. Mr. MacKenzie would not describe what the devices were or how powerful they had been, but he appealed to the public to come forward if they had any information.

A warning about the railway explosion was given to British Rail on Monday evening and train services between Clydebank and Helensburgh were held up for about 12 hours. Thousands of travellers were delayed. The explosion was delayed about 2 am yesterday but the line was not declared clear until six hours later. A second call was made to the Daily Record office in Glasgow, saying the Tartan Army was responsible.

The motive behind the latest action by extremist organizations in Scotland is puzzling the police who generally treat such activities as crime committed under a thin veneer of extreme political or nationalist feeling.

The Tartan Army is presumed to be an intensely committed organization aiming at Scottish independence, but according to police records no one charged with any crime has yet claimed to have been acting on its behalf. The number of active supporters the movement has is not known, but detectives who successfully infiltrated such extreme organizations as the Army of the Covenant, the Government in Scotland believe the threat is serious, although for the time being aimed at capturing publicity.

Mr. Crosland, Secretary of State for the Environment, yesterday rejected Lambeth council's plans to redevelop more than 24 acres of housing in Streatham and Brixton. His refusal to confirm two compulsory orders made by the council is a clear indication that the Government intends, as it has frequently promised, to change the emphasis from demolition and rebuilding to rehabilitation.

In his letter to the council, Mr. Crosland said that he was very much aware of the heavy social cost of large-scale redevelopment involving the arbitrary disruption and dispersal of established communities. The incidental cost, in terms of environmental blight and reduced housing stock during clearance and redevelopment, was also very high.

The disabled, the housebound, the imprisoned and those who did not speak English, all needed help from libraries. But the severe cuts in council spending would make those objectives hard to achieve.

In the next four years libraries would have to cut spending either by reducing staff, which would mean the loss of their services, or by making up a fifth of their outgoings.

In a pamphlet published yesterday, the association, the Lane Committee's findings that 30 per cent of women applying to the National Health Service for an abortion had to wait up to one month to be seen at a hospital.

There were three times more likely to be able to have an NHS abortion than a woman in Birmingham, according to the committee. Yet nothing had been done to remedy the unequal provision of abortion facilities which, in law, were supposed to be available according to need.

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Many husbands keeping their pay-rises to themselves Poorest wives are getting poorer

By a Staff Reporter

Husbands pass on less than half their pay rises to their wives, for housekeeping, according to a survey of 4,000 readers of Woman's Own. One mother in five had no increase in a year of 25 per cent inflation, the survey shows. One in three of the poorest wives had no increase in her housekeeping allowance. Two wives in five find it difficult to keep up with food prices.

A survey of more than 1,800 people carried out for the National Council for Women's National Opinion Polls has broadly the same findings. More than one husband in four did not increase the housekeeping allowance.

The results of both surveys will be presented later this week to the National Consumer Congress in Manchester, which will be inaugurated on Friday by Mr. Hesley, Chancellor of the Exchequer. The surveys have important implications for public policy, Mr. Michael Young, chairman of the National Consumer Council, said yesterday. It was the first time that facts had been brought out about what was happening to women and children who were entirely dependent on an allowance.

The survey found that on average, wives had 116.35 housekeeping allowance in the past year, but that had risen to £124.40 during the past year, but to keep pace with inflation they needed a rise of £3.63. Husbands had an average pay

increase of £5.59, after deductions, and took home an average of £45.37.

In the worst-off families it is less than half the rise that has been given any more housekeeping money. A quarter of the wives said their husbands had a poor or non-existent idea of housekeeping costs. Husbands who shop are more generous. Most wives are coping, but a higher life expectancy, more children, the three British Services have quietly solved one of the hottest issues in the quartermaster's stores. They have standardized the blankets.

After two years of profound cuts, quartermaster's blankets are now standard. Married or single, a couple can get any one of four colours, officially described as purple, moss, turquoise or tango/orange.

The colours will be introduced after existing stocks of blankets, which are notoriously hard wearing, have been exhausted. The exception will be in hospitals, where blue, green and pink have been accepted for medical services for the past 10 years, as a psychological aid to recovery.

Standardization has been achieved in other directions, by the Ministry of Defence, for example, using a common NATO code, the Ministry of Defence has managed to remove 125,000 duplicates from its inventory, at the cost of 250,000 words.

A House of Commons Expenditure Committee report, published yesterday, expressed disappointment that more had not been done towards making the House of Commons more efficient.

The defence and external affairs subcommittee is also strongly critical of the Ministry of Defence over provision of services accommodation on Gibraltar.

Although it was told in 1972-73 that there was no alternative to building new accommodation on the Rock, the ministry has now found that it would be cheaper to build on the mainland.

The committee finds it most unsatisfactory that the possibility was not appreciated much earlier.

Sixth Report from the Expenditure Committee, House of Commons, House of Commons Paper 471 (Stationery Office, 85p).

Representatives of the Automobile Association were called to the Department of Health and Social Security yesterday to discuss allegations about defective repairs of invalid tricycles made in the association's magazine Drive.

According to a survey in the magazine, 18 out of 23 invalid tricycles tested had "serious safety defects". There were also allegations that repairs had fitted defective parts.

The AA representatives met Mr. Morris, Under-Secretary of State for the Disabled, at his request, to discuss the more precise information about the allegations, which were anonymous, so that the department could assess the position.

After the meeting Mr. Morris said: "I am seeking with the cooperation of the AA, to have investigated the allegations made."

Mr. Morris appealed to disabled drivers to come forward with details of any malpractices.

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Two surveys show how housekeeping allowances are falling behind the cost of living

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Troops can pick purple or turquoise blankets

Husbands pass on less than half their pay rises to their wives, for housekeeping, according to a survey of 4,000 readers of Woman's Own. One mother in five had no increase in a year of 25 per cent inflation, the survey shows. One in three of the poorest wives had no increase in her housekeeping allowance. Two wives in five find it difficult to keep up with food prices.

A survey of more than 1,800 people carried out for the National Council for Women's National Opinion Polls has broadly the same findings. More than one husband in four did not increase the housekeeping allowance.

The results of both surveys will be presented later this week to the National Consumer Congress in Manchester, which will be inaugurated on Friday by Mr. Hesley, Chancellor of the Exchequer. The surveys have important implications for public policy, Mr. Michael Young, chairman of the National Consumer Council, said yesterday. It was the first time that facts had been brought out about what was happening to women and children who were entirely dependent on an allowance.

The survey found that on average, wives had 116.35 housekeeping allowance in the past year, but that had risen to £124.40 during the past year, but to keep pace with inflation they needed a rise of £3.63. Husbands had an average pay

increase of £5.59, after deductions, and took home an average of £45.37.

In the worst-off families it is less than half the rise that has been given any more housekeeping money. A quarter of the wives said their husbands had a poor or non-existent idea of housekeeping costs. Husbands who shop are more generous. Most wives are coping, but a higher life expectancy, more children, the three British Services have quietly solved one of the hottest issues in the quartermaster's stores. They have standardized the blankets.

After two years of profound cuts, quartermaster's blankets are now standard. Married or single, a couple can get any one of four colours, officially described as purple, moss, turquoise or tango/orange.

The colours will be introduced after existing stocks of blankets, which are notoriously hard wearing, have been exhausted. The exception will be in hospitals, where blue, green and pink have been accepted for medical services for the past 10 years, as a psychological aid to recovery.

Standardization has been achieved in other directions, by the Ministry of Defence, for example, using a common NATO code, the Ministry of Defence has managed to remove 125,000 duplicates from its inventory, at the cost of 250,000 words.

A House of Commons Expenditure Committee report, published yesterday, expressed disappointment that more had not been done towards making the House of Commons more efficient.

The defence and external affairs subcommittee is also strongly critical of the Ministry of Defence over provision of services accommodation on Gibraltar.

Although it was told in 1972-73 that there was no alternative to building new accommodation on the Rock, the ministry has now found that it would be cheaper to build on the mainland.

The committee finds it most unsatisfactory that the possibility was not appreciated much earlier.

Sixth Report from the Expenditure Committee, House of Commons, House of Commons Paper 471 (Stationery Office, 85p).

Representatives of the Automobile Association were called to the Department of Health and Social Security yesterday to discuss allegations about defective repairs of invalid tricycles made in the association's magazine Drive.

According to a survey in the magazine, 18 out of 23 invalid tricycles tested had "serious safety defects". There were also allegations that repairs had fitted defective parts.

The AA representatives met Mr. Morris, Under-Secretary of State for the Disabled, at his request, to discuss the more precise information about the allegations, which were anonymous, so that the department could assess the position.

After the meeting Mr. Morris said: "I am seeking with the cooperation of the AA, to have investigated the allegations made."

Mr. Morris appealed to disabled drivers to come forward with details of any malpractices.

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University raid by drug squad

A plant alleged to be manufacturing drugs has been

WEST EUROPE

In brief
United front
French
left broken
Radicals

Charles Hargrove, Sept 16
The left-wing Radical Party for the past few years successfully struggled to pre-empt the shadow of its two associates in the Union of the Left. Now it has decided to make a major blow in its cause.
Robert Fabre, its president, is waiting for an invitation from the Elysée Palace, has agreed to President Giscard d'Estaing to ask for a meeting. The initiative seems to have surprised both the Socialists and Communists. It is, in fact, a great feather in the cap of M. Giscard d'Estaing, who has consistently striven for the rapprochement between Government and Opposition, of the kind of normal relations that exist in other Western democracies.
In this letter to the President, Fabre explains his move by saying that he does not wish to lay the Union open to the charge of intransigence, some share of responsibility in the economic crisis, does not appear to be able to deal with the present situation (between Government and Opposition) ... last.

Difficult search for sixth Lisbon Cabinet

Michael Knipe, Sept 16
The formation of Portugal's government since the revolution was proving more difficult than expected today in the assurances by Prime Minister-designate, Américo de Gouveia, that the three main parties agreed upon a programme a weekend.
Tugal has been without a cabinet for the past 18 days, wrangling over the new government's composition has proved particularly over

appointments to the ministries of Information, Labour, transport and education. The Communist Party leaders were understood to be rejecting the transport ministry and demanding agriculture, while there was general reluctance by all three parties and the military leadership to handle the controversial information and education portfolios.
Meanwhile, the power struggle between moderates and hard-line pro-Communists within the Armed Forces Movement has centred on the Air Force and Navy assemblies which are

electing three delegates each to the reorganized Revolutionary Council. The air force assembly was meeting today and was expected to appoint three moderate officers. The navy, regarded as the most left-wing of the three services, is holding its assembly tomorrow but 200 apparently moderate officers gathered today to dispute the method of selecting delegates to the assembly. They criticised the ousting from the Revolutionary Council of the moderate naval officer, Commander Vitor Crespo, emphasizing his prestige and loyalty to the revolution.

Helping migrant workers

Our Correspondent, Sept 16
Difficulties facing many of the estimated eight million migrant workers in Western countries struggling with recession are being examined at a conference of international non-Governmental organizations, which began today at the Palais des Nations. A fact that the problems of migrant workers have been exacerbated by lay-offs in many industries, compelling many of

them to return to their own countries, is underlined in surveys prepared for the conference by different bodies, including the World Council of Churches.
These also deal with the racial friction that is liable to be caused almost anywhere once the proportion of immigrants exceeds about 7 per cent of a country's population.
Some 30 countries are represented by more than 200 delegates at the conference.

Italy faces week of strikes

From Our Own Correspondent, Rome, Sept 16
Most railwaymen in Italy were on strike today in a protest that stopped rail travel from late yesterday evening until tonight.
It marked the beginning of a difficult week in the field of public services. School administrators began a strike today which will complicate preparations for the opening of the new school year.

Italy letting EEC fight wine war with Paris

Rome, Sept 16—Italy is not planning any immediate retaliation against France in the wine war between the two countries.
Signor Ugo La Malfa, the Deputy Prime Minister, told reporters today that it would not be necessary to hold the special Cabinet session that had been expected to restrict French exports of beef, cereals and dairy produce.

He said the Government viewed as positive yesterday's ruling by the European Commission that France's recently imposed 12 per cent tax on Italian wine was illegal. Italian experts, he added, were studying compensation measures suggested by the Commission, which include export subsidies for Italian wine sales to West Germany and non-EEC countries.

Italy is now expected to adopt a wait-and-see attitude, letting the Commission take over the task of getting France to abide by Community law. Reuter.
Roger Berthoud writes: The European Commission's suggestion that northern, beer-drinking EEC governments should help cool the Franco-Italian wine war by easing up on customs duties on imports aroused predictably sceptical reactions in Whitehall yesterday. Where, officials wondered, would a Chancellor of the Exchequer, moved by the plight of French and Italian wine-growers, look for the lost

revenue? To improve the lot of the wine-drinker at the expense of the beer-drinker would scarcely be politically possible for a Conservative government, let alone a Labour one.

According to the Customs and Excise Department, in the year 1973-74, the revenue from customs duty and VAT on imported wines from all sources was £80,775,000, and this was expected to increase to £120m this year even before Mr Healey's April budget increased the duty on "high" EEC table wine from 22p to 45p. Total revenue from beer in the same year was nearly higher at £334,162,000.

Denmark is the only EEC country to tax its wine drinkers anywhere near as heavily as Britain. The comparative figures for the EEC, as given in a Treasury reply to a parliamentary question in July, are: Britain £272p total tax per gallon; Ireland £181; Denmark £129; France 4p; Holland, Belgium and Luxembourg 53p; West Germany and Italy, no tax.
The EEC wine lake stands at present at around 500 million gallons, of which roughly half is due to be distilled into alcohol, at most expected to the EEC taxpayer. Total imports of EEC wine to Britain in the first six months of this year were around 17 million gallons. It is clear that even a reduction in duty would make scarcely a ripple in the lake of surplus plonk.



Herr Schmidt, the West German Chancellor, playing chess with his wife, Hannelore.

Voters move to right in Norway

From Our Correspondent, Oslo, Sept 16
The Conservatives were the main victors of the local elections in Norway with a gain of 3.5 per cent of the votes cast compared with the elections of four years ago.

Arbeiderpartiet (Labour) lost 3.4 per cent compared with the previous local election but regained some of the ground lost in the general election two years ago, a result which the party, despite its setback, regards as satisfactory. The main loser was the Socialist Electoral Alliance, comprising several left-wing parties including the communists. The alliance was down 1 per cent on its 1971 showing but lost half of its vote compared with the general election. Another victim was the Christian People's Party.

The main trend was a clear swing to the right with the Socialists losing mayoral office in important towns, including Oslo and probably Bergen also. On a national scale the result is a strengthening of the non-socialist parties and the main realignment of voters on the socialist side is a swing from the alliance to Labour. The same trend was typical in the first direct election to county councils.
This was the second consecutive election to have shown a clear trend to the right and it is regarded as a pointer to the 1977 general election.

Bonn urges partners to curb budget rises

From Michael Hornsby, Brussels, Sept 16

West Germany will urge its European partners to practice the "highest degree of economy" in drawing up the Community budget for 1976, Herr Hans-Jürgen Wischnewski, Minister of State at the West German Foreign Office, told journalists in Brussels today.
Herr Wischnewski, who was in Brussels to attend a council meeting of EEC foreign ministers, said his Government wanted increases in the budget to be kept as low as possible. Germany's net saving of DM600m (about £111m) in its contribution to the Community budget, Herr Wischnewski estimated.

Britain, for one, would certainly oppose any early attempt to adjust the unit of account. The Exchequer has benefited from the Community's system

budget for next year. The budget is at present funded by common agricultural levies and customs duties, and by payments from national exchequers.

Herr Wischnewski said his Government wanted to see an adjustment in the exchange rate of the unit of account, the national currency in which Community prices are expressed, so that it more closely reflected market rates.

This would entail a revaluation of the mark against the unit of account and could bring Germany a net saving of DM600m (about £111m) in its contribution to the Community budget, Herr Wischnewski estimated.

Britain, for one, would certainly oppose any early attempt to adjust the unit of account. The Exchequer has benefited from the Community's system

Ministers to discuss sex equality

By Pat Healy, Social Services Correspondent

Minister from 18 European countries meet in Oslo today to discuss the implications for family life of the growing equality of women.

They will have before them a report suggesting that government policies should attempt to reduce the conflicts between family life and equality of the sexes, by such things as maternity as well as maternity leave.

The report, to be published on Friday, has been prepared by the Norwegian hosts to the three-day Council of Europe conference of ministers responsible for family affairs. The report says no European country has achieved equality in practice and legislation to that end varies.

Economy looms large in Finnish election

From Our Correspondent, Helsinki, Sept 16

Fins will go to the polls next weekend after a low key election campaign centring on the country's economic problems and the issue of socialism.

The latest Gallup opinion poll, published by the newspaper Helsingin Sanomat, suggests the left-wing parties will strengthen their position. It predicts that they will win 44.7 per cent of the total vote compared with 43.8 per cent in the previous election, held in January, 1972.

With the left, the communists show a 1 per cent increase, but the Social Democrats, the country's biggest party, appear to have lost 1 per cent since 1972.

Among the non-socialist parties, the Conservatives command 17.7 per cent and the Centre Party 17.5 per cent of the total votes according to the poll. The rest of the non-socialist votes are divided among seven small parties.

The elections were due next year but President Kekkonen decided to have them now so that the new Parliament and Government could concentrate on the country's ailing economy instead of an election campaign.

At present Finland is governed by a caretaker Government which succeeded, Mr Kalevi Sorsa's centre-left coalition last June.

Dutch treble road tax on big cars to £332

From Sue Masterman, The Hague, Sept 16

The Dutch Government has declared war on the private car in built-up areas, almost trebling the tax on large cars to £332 a year.

Queen Juliana's speech from the throne today made it clear that the authorities are intent on curbing the growth of the number of cars on the road and promoting public transport, especially in urban areas. "A multi-year plan for passenger transport will be presented to you soon," she told MPs. "The use of bicycles and the safety of pedestrians are important features of the plan."

Reflexionary measures directed at reducing unemployment in the worst affected areas were a prominent feature of the speech.

Generally the Dutch consumer is faced with a tough budget. The centre-left Government is raising income tax, except for those on the lowest wages. And it is in put 40p on a bottle of Dutch gin and 71p on a bottle of wine.

The car tax increases will raise the cost of running a small car by approximately £20 and the cost of a large car weighing about two tons by a formidable £215 a year. The Dutch system of taxing cars can be compared to rates: the car has a rateable value, and the owner pays this sum plus a percentage—now 262 per cent—for road building. The rateable value depends on the weight of the car.

Now that the rateable value itself has been raised by 13 per cent, the tax levied on the smallest car rises from £25.30 to £28.50, on an average family car from £60 to £65, and on a large car from £117 to £132. There are to be drastic cutbacks in road and motorway building next year and the state is to help pay for a system of cycle paths.

Defence expenditure will be cut substantially. A squadron of 15 Neptune long distance marine patrol aircraft is to be taken out of service, and the cruiser De Zeven Provinciën will be withdrawn next month, two years earlier than planned. By 1973 Dutch military airfields will be mainly defended by Hawk guided missiles systems withdrawn from West Germany.

The basis of the Government's policy, as it enters its third year in office, remains a three-pronged attack on unemployment. It aims to cut the pressure of rising wages on employers by subsidizing their share of the social security premium, creating new jobs by means of state subsidized building projects, and matching up the jobs available to those looking for work.

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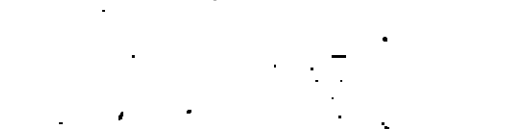
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road users, and for people in general, by getting on with their work quickly, quietly and cleanly. We like to think that if every truck was a Fiat, everyone would be happier.



FIAT 619 T1 3.5 TONNES GVW

reliability, we have helped pioneer direct-injection diesel engines, dual



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OVERSEAS

reshuffle in Argentina may weaken role of Señora Perón

Buenos Aires, Sept. 16.—Italo Luder, interim president of Argentina, has shuffled the Cabinet in a move only 48 hours after taking office. The reshuffle was announced by Señora Perón, the President's wife.

Señora Perón said before her departure that any action taken by her husband would be in response to the military, who are assuming increasing prominence in national affairs and pressing for executive approval to unleash full-scale war on the country's guerrillas.

Señor Roberto Leizaola, Minister of May 1973, to September 1974, under the late President Juan Perón. He is expected to prove the dominant figure in the Cabinet.

Señor Vottero, a former legal partner of Señora Perón, is expected to have been politically active since the 1950s. His appointment is reported to have surprised the Army.—Reuter and AP.

Mr Wilson starts Romanian visit

Bucharest, Sept. 16.—Mr Wilson arrived here today to begin the first official visit by a British Prime Minister to a East European country other than the Soviet Union since the Second World War.

He was met at the airport by Mr. Manu Manescu, the Prime Minister of Romania.

During his three-day stay Mr Wilson will have talks with President Ceausescu on political and economic issues and make a trip to Succeava in northern Romania. He is also expected to sign a long-term trade agreement with Romania.

A spokesman for the Prime Minister said before his departure that he would be in Romania for a wide number of topics, including agricultural and trade agreements. The world economic situation and the EEC are also expected to be touched upon.

Mr Wilson is accompanied by Mr. Gavin Straug, from the Ministry of Agriculture, and Mr. Eric Deakin, from the Department of Trade.

Mr Wilson visited Romania as leader of the Opposition in 1973.—Reuter and Agence France-Presse.

The people who write to 'agony auntie'

Six or seven years ago, the International Publishing Corporation, for which I worked as a journalist on the magazine 'Woman', was seized with a desire, then fashionable, to categorize its staff by computer.

All of us, from the topmost to the scullions, were sent a vast questionnaire asking how we spent every minute of our time, what we were up to when not actually writing, proof-reading or going to press, and what we thought about our own work, and our own suitability for it.

Facing the questions: "What is your official title (if any)? What are your exact tasks? How would you value their importance to your publication?" I could begin, at least, to answer with confidence.

My official title was Personal Problems Editor, though what everyone called me was "agony auntie". What I actually did was select, edit and write answers every week to a few readers' letters about their personal relationship difficulties. These letters and answers were printed at the back of the magazine (to give a clue to those who read it always from back to front, for the others, to break up the monotony of pattern order forms and the final columns of stories). They were the tip of an iceberg composed of four or five hundred of such letters received every week addressed to Evelyn Home.

Not all of the E.H. post was free for publication. About 80 per cent of it came accompanied by a stamp or a stamped, self-addressed envelope for a private reply, and was treated as entirely confidential unless the writer expressly gave permission for publication.

But even with such a high proportion of private mail there were always 40 or 50 heart-cries which begged to be published because "If you write to my home, my father might force me to show him your letter," or "I don't risk my husband seeing your reply". I could easily construct a page from these, indeed I could have constructed whole issues of the magazine from the excellent material stacked in my box files.

That was my task (the major one anyway); but how could I evaluate its importance?

To the purveyors of the magazine it was quite plain that its first duty was to be entertaining. My masters did not care in the least whether I dealt responsibly with adolescent folly or the slaving burdens of old age. What mattered to them was that everyone should hasten to read the feature so that the advertisement rates of the opposite page could be kept nicely high.

They left it to the editor to keep me on the rails where subject matter was concerned, and fortunately editors were not concerned with the ordinary difficulties of the whole—the sort of conflicts and crises which occur

Peggy Makins, who was for almost 40 years Evelyn Home of Woman magazine, contributes this week's guest column in our International Women's Year series



in almost every household in almost every street. People preferred to read about what might easily concern them (if it didn't concern them already) and in a woman's magazine one should not shock the customers. Shocks are all right from the daily press, radio or television, but from a favourite weekly the subscriber demands tranquillity. She may be moved, but not outraged.

Yet even if I kept the problems humdrum, was I of the slightest use or value to those who wrote to me? Generally by the act of writing to seek help, they helped themselves, but there were one or two additional benefits they might also receive.

One was the relief of airing in full what had often been deliberately hidden pain or bitterness, and too intimate to talk about even to doctor, lawyer or priest. Letters often ended: "I know that you are a busy person, but I feel much better for getting all this off my chest."

The second benefit was that my department had built up a sort of reference library of helping organizations: we could usually put a sufferer in touch with exactly the right helping agency. I was always delighted when, say, an adoption society or the National Council for the Unmarried Mother and Her Child (now the National Council for One-Parent Families) told me of cases referred to them from us.

Of course I had a correspondent department. No one person could even read 500 "agony" letters a week with complete attention, let alone answer them constructively. I trusted my correspondence assistants completely, and they gave immense care to every inquiry.

What really stumped me in the questionnaire was the query: "What are your qualifications or special abilities which fit you for the position you hold?"

I had no qualifications and never thought myself very fitted to answer

women's personal problems. The majority of letters were about unhappy marriages, from wives who prided themselves on domesticity, and as a girl declared defiantly that all this motherhood was unattractive. In the thirties Britain was overcrowded and full of unemployed, family life was unattractive.

Yet when I had to take over the "agony auntie" feature and I studied the mail carefully, I was won over by the poignancy and genuineness of our correspondents. I gave up judging people or thinking them foolish to hold old-fashioned views. Over the years I warmed to the letter-writers: I longed for them to be more contented, less anxious, guilty and driven.

C. Times Newspapers Ltd, 1975

The Evelyn Home Story is published tomorrow by Collins at £2.95.

Japan urges US to stay in Korea

Peter Hazelhurst, Sept. 16.—Japan went to tears that the Indo-China might come to Washington to which its troops from South Korea. Mr. Takeo Miki, the Prime Minister, said today that stability and any balance between the Korean states could be maintained only through continued American military presence.

Emphasizing fears that tension in Korea could threaten the stability of the entire Asian Pacific area, Mr. Miki went on to declare that Japan viewed the problem with "utmost concern".

Mr. Miki, who raised the issue when he met President Ford in Washington last month, told the Diet: "The immediate issue is to maintain a balanced condition between the South and the North, such as exists today, and not to effect any radical changes. For this purpose, the continued presence of the United States forces is required."

Mr. Kiichi Miyazawa, the Foreign Minister, who met South Korean leaders in Seoul on Monday for ministerial talks, told Parliament that while Japan intended to enhance

friendly ties with South Korea, it would also try to keep on increasing exchanges with North Korea in fields such as trade, human contacts and cultural activities.

Reviewing Japan's relations with China and the Soviet Union, Mr. Miyazawa said that the Government hoped to conclude a peace treaty with the two countries, but he indicated that in the Government's view the territorial dispute between the Soviet-occupied islands north of Japan might rule out an early agreement with Moscow.

Hoping that Japan hoped to move closer to China, Mr. Miyazawa noted that the two countries had concluded a fishing agreement last year, and the provisions of the joint communiqué issued by the two countries in 1972.

freedom through nearly two centuries, the writers say that "this noble tradition" still survives.

Facing a tyrannical dictatorship of the most representative forces of our two nations develop a spiritual unity. Significantly, at a time when Russian intellectuals are subject to new perils it is the voice of their Polish brothers in their defence that is heard as one of the first of such voices.

We are deeply convinced that in the common fight against totalitarianism and violence a new relationship between our nations will be born.

The statement is signed by Josef Brodsky, Andrei Volkonsky, Alexander Galich, Naum Korshavin, Vladimir Maslennikov, Viktor Nekrasov and Andrei Sinyavsky. A brief sympathetic comment was added by Professor Andrei Sakharov, still living in Moscow.

Seven Russian writers now living in the West have issued a statement to mark the anniversary of the entry of the Soviet Army into Poland on September 17, 1939, which led to the partition of Poland between Hitler and Stalin.

"We Russian intellectuals", they say, "must, with a feeling of bitterness and remorse, take upon ourselves the burden of guilt for all the heavy sins committed against Poland in the name of Russia. The Katyn murder, the treason of the Warsaw uprising of 1944, the pressure to strangle the liberal ferment of 1956—all these are indelible stains on our national record; it is our historical duty to atone for them."

Recalling, however, that "the best Russians—from Chadaev to Herzen and Tolstoy" supported Poland's struggle for freedom through nearly two centuries, the writers say that "this noble tradition" still survives.

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Russian writers deplore crimes against Poland

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Airlines used by A leaves South-East Asia

Our Correspondent, Sept. 16.—America, Ltd., the last of the airlines to leave South-East Asia, will close its official representation in Hongkong at the end of the month.

America performed regular services for the airline for the Vietnam war, 19 military supplies and to guerrilla outposts about the region.

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Chairman Mao's wife ends long public silence

Sept. 16.—Mrs Chiang, the wife of Chairman Mao, has made what was her first public appearance since the tumultuous Revolution of the Chinese press and broadsheet reported today that she had delivered a "speech" at a national conference in Shanghai.

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Desert trekker missing in Australia

From Our Correspondent, Melbourne, Sept. 16.—It is now more than five weeks since M. Bernard Faton, a young Frenchman, embarked on his trek across the Simpson Desert in the heart of Australia.

He failed to keep a rendezvous at the Birdsville Races last Sunday, and it is now considered a strong possibility that he has perished.

M. Faton set out from Finke on August 7, against the advice of all who knew the area. He took with him only 16 litres of water, a small amount of food, some dried fruit and a rifle.

Only two white men have ever succeeded in crossing the treacherous desert.

Moscow, Sept. 16.—The Soviet Union has recognized Papua New Guinea, which became independent from Australia today.

Recognition of Papua New Guinea in a message from Mr. Chou En-lai, the Chinese Prime Minister, to Mr. Michael Somare, Prime Minister.

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Katie Stewart Getting into a proper pickle

I prefer to serve sweet pickled fruits with cold meats instead of chutneys. I like to see the pieces of fruit and enjoy the slightly firmer texture in contrast to the smoothness of a chutney. Pickled fruits taste sweet (sugar is added), spicy and sharp from the addition of vinegar, but not very sour. They are a pleasant change for those who dislike the acidity of vinegar.

Pickled fruits are easy to make. First the fruit is simmered in a spiced vinegar syrup until tender—the time varies according to the fruit used. Then the syrup is boiled to reduce it and concentrate the flavour. The fruit is finally bottled in the syrup.

Garden fruits that suit this kind of treatment best are pears and peaches. Peaches are good, but work out expensive since most people have to buy them. In America they make a marvellous sweet pickle using watermelon rind. This particular melon has a thick rind and is used in this way. The rind is cut into strips and then with a quarter of an inch of the green skin has been cut away. Watermelon rind has to be brined first to draw some of the moisture which would otherwise spoil the vinegar and reduce the keeping quality. Sweet pickled cucumber slices are also salted first for the same reason. Pears must be peeled, peaches skinned and daisies peeled.

Sweet pickled pears are the most practical and I find everybody likes them. The pears take on a dark, rich golden appearance and taste very good with cold meat, ham or pork. Remember that because vinegar is used jars must be sealed otherwise the vinegar evaporates. You can pack the fruit in ordinary jam jars if you seal them with snap-on plastic covers, or with old fashioned paraffin wax. Otherwise any pretty china or stone pot that has an airtight lid will do.

Sweet pickled pears These will keep for months. As you open each jar just make sure you pour the contents into a clean bowl and you can fork out the fruit and some of the lovely syrup whenever you want.

Makes 4lb
4lb Conference pears;
2lb granulated sugar;
1 pint malt vinegar;
2 teaspoons whole cloves;
2 teaspoons whole allspice;
3 pieces stick cinnamon, each about 1in long;
1 piece root ginger;
23 pieces pared lemon rind.

Peel, quarter and core the pears and place in a bowl of acidulated cold water as they are prepared to keep them white. Measure the sugar and vinegar into a large saucepan. Lightly crush the cloves and allspice and tie in a muslin bag along with the cinnamon

and the bruised root ginger. Add the spice-bag to the pan along with the pared lemon rind and stir the contents of the pan over low heat to dissolve the sugar.

Bring to the boil and add the pears. Simmer gently until the pears are tender—using a perforated spoon, drain the pears into clean warm jars. Fill each jar with pears with enough syrup to cover the fruit. It is difficult to judge by how much you boil the syrup down so that you have the exact amount. Better by far to have a little left over and it can be used as part of the sweetness in another chutney recipe. Tie down when cold. If using paraffin wax, cover first with a circle of greaseproof paper lined with string and then with a quarter of an inch of the green skin has been cut away. Watermelon rind has to be brined first to draw some of the moisture which would otherwise spoil the vinegar and reduce the keeping quality. Sweet pickled cucumber slices are also salted first for the same reason. Pears must be peeled, peaches skinned and daisies peeled.

the onions to soak for 24-48 hours making sure they remain below the surface of the brine by covering them with a small plate to make them sink.

Meanwhile prepare the spiced vinegar. Place the vinegar and spices in a basin and cover with a plate as a lid. Set the basin over a large saucepan of cold water and bring slowly to the boil. Draw the pan off the heat and leave the bowl of vinegar and spices to infuse for 2-3 hours, then strain. This spiced vinegar can be prepared in advance.

Drain the onions from the brine, rinse in cold water and drain very thoroughly. Pack the onions tightly into one, or several jars leaving the neck of the jar free. If any water settles in the bottom of the jars during packing pour away before adding the vinegar. Otherwise it will dilute the vinegar. Cover the onions with the cold spiced vinegar which should come to at least 3in above the onions, this allows for any evaporation. Cover the jars with snap-on plastic covers or screw tops with a cresset or waxed lining on the inside. Keep for 3-4 months before using.

Autumn gives us a glimpse of some wild berries that make unusual preserves. Like rowan berries, sloes and blackberries and of some old fashioned fruits like quinces, medlars and crab apples. These fruits all make jelly preserves with brilliant colours and delicious flavours. The pretty clusters of red rowan berries are best pickled in late autumn when they have full colour but are not mushy. You can cut the clusters from the trees and only need to trim the stalks a little for rowan jelly. Rowans need a proportion of apples or crab apples added to get a good set and the resulting jelly has a sharp flavour that makes it very good to serve with meat or game.

The rosy colour of crab apples always looks so tempting on a tree but, of course, they are never eaten raw. Crab apples make a pink jelly that sets quickly—you can add root ginger, cloves, cinnamon stick, lemon peel or quinces for flavour variations. Quinces are found in old established gardens and you will only find them in a green-grocer's shop if he has a local supply. Quinces turn yellow just before they are ready to pick and can be quite difficult to see in a tree that has the changing colour of autumn leaves at the same time. Quinces are hard to wood when ready to use, but they pulp down just as quickly as cooking apples and make a pink jelly with a sweet sour flavour that goes well with meat dishes.

For jelly making you need a wooden or felt jelly bag, or failing these a scalded linen cloth or tea towel make a satisfactory jelly bag. A jelly bag may have a wooden hop at the

top and can hang from a suitable hook, otherwise a felt jelly bag or linen cloth can be hung from the four corners of an upturned stool. The golden rule with jam or jelly preserves is initial slow simmering to get a good breakdown of the fruit and to extract the pectin, followed by a fast boil until the sugar is added to set a good set. There is no need to remove skins, stalks, cores or stones when making jelly, so they are quite quick to prepare. Fix up the jelly bag before starting and seal both the bag and the basin underneath to catch the juice by pouring through boiling water from a kettle.

Do not squeeze the bag to hurry the dripping, fruit pulp because this will give a cloudy jelly, and use a sugar boiling thermometer to get the setting point accurately. Fruit and sugar are too expensive to waste nowadays, when the thermometer shows a temperature of 220 deg F the jelly is at setting point and you can take the pan off the heat.

Rowan jelly The general rule for jelly making is to use sufficient water to cover the fruit and sugar in the proportion of 1lb granulated or preserving sugar for every one pint of strained juice.

Makes 4lb
3lb rowan berries;
1lb cooking or crab apples;
Water—see recipe;
Granulated or preserving sugar—see recipe.

with sufficient water to cover and simmer until the fruit is quite soft—about 45 minutes. Strain through a jelly bag and measure the juice into a saucepan. Add 1lb sugar for every one pint juice. Stir until sugar has dissolved and then bring to the boil. Cook rapidly until setting point is reached. Skin and then pour into small warm jars. Cover and label when cold.

Quince jelly Quinces are so rich in pectin that they can take extra water and the pulp can be reboiled to allow for a second extraction of juices.

Makes 6lb
4lb quinces;
Six pints water;
Granulated or preserving sugar—see recipe.

Wash the quinces and cut up coarsely. Place in a saucepan with four pints of water. Simmer gently covering with a lid until tender—takes about one hour. When soft, squash the pulp with a potato masher to extract all the pectin.

Strain the pulp and juice through a jelly bag. Allow to drip for about 30 minutes, then remove the pulp from the bag back to the saucepan and add the remaining two pints of water.

Simmer again for a further 30 minutes, then strain through the jelly bag to make more juice. Leave to drip for several hours. Measure the juice back into the pan. Add 1lb sugar for every one pint juice. Stir until the juice has dissolved and then bring to the boil. Cook rapidly for a set—takes about 10 minutes, then draw the pan off the heat. Skin and pot quickly into small clean jars. Cover and seal when cold.

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Computer services

a Special Report

Although computer services are already big businesses with an annual growth of about 30 per cent, members of the computer services industry have only scratched the surface of the market. The time will come when almost every business, from the smallest of companies to major corporations, will be using some form of computer services. There is a positive need to establish a high standard for the services and products supplied by computer service companies.

total billings of computer services rose by 85 per cent, compared with a rise of 32 per cent in the non-food element of the retail price index over the same period. All elements of the computer services business except time hire had shown real growth over this period, particularly remote access, which had almost quadrupled.

The subdivision of the "processing" total for 1974 shows an interesting pattern. The largest single element was £31.7m for processing using custom-built programmes, followed by £16.8m for the use of package programmes, £16m for remote access and £8.8m for time hire.

19,000 employed full time

Analysed by customer category, the £128m total included £78.6m for United Kingdom clients, £5.5m for foreign clients and £43.9m for parent and associated organizations.

Behind this bare statistical picture of the industry lies a complex industrial structure and one which is changing continually to match new markets and techniques.

In the beginning, to oversimplify, there were batch processing bureaux, time-sharing bureaux, software houses and consultancies. Now there are many variations on all of these and, in addition, many distinctions have become blurred as a new generation of "systems houses" has emerged to cut across the traditional boundaries.

For several of the software houses, in particular, there has been a move to acquire hardware expert knowledge (and sometimes hardware companies) in order to build up a complete systems shell. This is often being applied in mini-computer-based systems, in applications extending from the control of industrial processes to the automation of office routines for small companies.

As part of their services, some software houses are now offering performance measurement, based on the use of ingenious hardware monitors which can look inside computer systems and analyse just how busy the different parts of the system are. Armed with this knowledge, the computer user can tune his system to give its full performance and, on occasion, can cancel the order for the additional pro-

cessor he previously believed to be necessary. "Facilities management"—the provision of an all-in-one computing service by an outside organization—has finally taken off. It is no longer an evangelist's campaign by a single software house, but has become an accepted fact of computing life.

In a significant move that has become evident over the past 12 months, some of the mainframe computer hardware manufacturers are now deliberately enlisting the support of independent software organizations in a collaborative approach to the introduction of new-model

computers, particularly at the small end of the scale. IBM has done this with its small Model 32, encouraging users to go to the software houses for their special programs.

ICL has grafted some of its small Model 2903 "customer centres" on to existing bureau companies.

And Univac is jointly marketing its not-so-small Series 90 computers with commercial program packages, though tailored to fit, developed and supplied by the John Hoskyns software consultancy.

Further consolidations and acquisitions have continued in the industry, with BOC Computer Centres and Data-solve International coming together to form BOC Data-solve, for example, after a period of successive acquisitions by the BOC company.

Last year less than half BOC Computer Centres' work was for the parent British Oxygen Company, a pattern that is typical of many of the bureaux which began life as in-house computing departments with time to spare.

American names are now more prominent on the United Kingdom industry scene. Boeing and Martin are two United States aerospace companies which now own British computer service organizations: the computing arm of Martin-Marietta acquired John Hoskyns, and the computing arm of Boeing acquired Capital Cities Computer Centres.

computer-based services to other airlines across the world. The trend to remote access, by way of local terminals continues unabated. The traditional type of "time-sharing" service has moved away from its dependence on scientific and technical work to embrace the commercial sector, and indeed many of the distinctions between interactive timesharing, remote batch processing and so on are now much less relevant.

Government departments are increasingly turning to the services of outside contractors, bureaux and software houses, under the overall guidance of the Central Computer Agency.

In the wider area of computer-related services, economy for the customer who—despite the attractions of the bureaux—wishes to do it himself can be provided through the services of the computer leasing and brokering companies. There are many examples of big savings having been made, particularly in the use of IBM 360 systems which can be just as effective as the later 370s.

For the potential computer user who needs a helping hand, the services available through the maze of services, available, there are now two national sources of advice. One is the National Computing Centre, Manchester; the other is the Computing Services Association, London.

a local telephone call in Scotland has been extended so that, where appropriate, the local call will now connect you to an even bigger computer in the United States.

In consultancy, the range of available services grows wider, both in ad hoc assignments and in the subscription-based services which provide assessments of technology trends by way of conferences, and reports on a continuing basis.

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Kenneth Owen
Technology Correspondent



Montage: Trevor Sutton

Forum for diverse interests

by David Firnberg

Interesting partnership of current and industry, the National Computing Centre (NCC) was set up in 1966 as an independent, non-profit-making body "to promote the more widespread effective use of computers in industry and commerce". As a membership organization, its activities are "run" by its members—companies which are connected with computers, or as computer users, or suppliers of equipment, or software, or consultants, or regional offices in London, Birmingham, Bristol, Glasgow and Belfast, and a total of almost 200. It is funded by a combination of subscription fees, sales of products and services, collaborative industry project funding and government project funding.

activities of providing direct help to individual companies. Perhaps one of the most important of the strategic activities is the role of the NCC in acting as an independent objective forum for the various types of computer-related activities between the main interest groups of those working with computers. This may be considered to be the computer users themselves, the computer equipment manufacturers, the suppliers of services (bureaux, consultancy and software) and the Government (both as legislator and user).

All of the different viewpoints are represented in the NCC's membership and its governing council and that puts the centre in a position to evolve unbiased solutions to the many difficulties which beset the rapidly expanding computing community.

material and personnel. Much of the work is done by a system of collaborative projects and working parties, actively involving NCC member companies to ensure that the results are valid for the end user. The object is not to create a "talking shop" but at the end of the day to come up with positive results.

One example of an activity, with national significance, is the Software Products Scheme. In short, money provided by the Government is used by the NCC, guided by an advisory body, to encourage the development and marketing of new software products by commercial organizations. A number of products have already resulted from the scheme and are being actively marketed by British software companies.

Of more immediate relevance to the individual computer user or, even more important, the prospective user, is the role of the NCC as a source of information and advice. By providing such services, the centre ensures that it maintains active contact with the needs of the user.

Experience has shown that many organizations make their first contact with the NCC as a result of reading some published NCC material. That is likely to be followed by use of the centre's information service, which often leads on to use of the advisory service and finally to centre membership. As a publisher of books on computing topics the centre not only makes available the results of its own projects, but has also added to the subjects covered by computer literature. The list of titles includes material for all markets, from computer professionals and user management, to school children and college and university students.

The centre has worked hard to develop its comprehensive information service. Now most questions are efficiently answered by reference to a comprehensive data base maintained in the centre's computer.

The data base employs effective methods of data base management using a thesaurus of key words to help the search for information. Information dispensed may be broadly classified under the headings of hardware, software, services, literature, educational facilities and computer installations.

Abstracts help to provide answers. Many questions are answered by the provision of abstracts from the data base. And many aspects of a topic can be dealt with easily. For example, an answer might indicate suitable literature for an application, the availability of appropriate software, descriptive literature, where such systems are installed, where appropriate training can be obtained, and so on.

Giving advice and assistance to the individual company is another of the NCC's roles. That is particularly important for managements about to use computers for the first time. The potential benefits are great, but mistakes can be serious. The NCC's advisory service concentrates on short-term assignments aimed at helping the client to help himself.

NCC advisers can lead an inquisitive ear to listen to the difficulties and hopes of clients and can help to evolve practical plans of action. Once under way, the adviser remains near at hand in case the client should falter. Much of the adviser's work is concerned with making sure that the client is fully aware of all the possible choices open to him and the services available.

Individualists find common cause

by B. J. Gibbens

It is only logical that computer users should be surrounded by a service industry, selling time, helping, advising, installing, preparing data—every possible service designed to make the use of computers simpler and more desirable.

The 116 members of the Computing Services Association represent more of the important companies in this part of the industry. Their combined turnover amounts to £120m—85 per cent of the services turnover recognized by the Department of Industry in the United Kingdom. Their combined staff totals more than 16,000.

One figure which cannot be measured but which must run into hundreds of millions of pounds is the value of computer hardware bought, processes controlled and commercial business done under the guidance of the members of the association. This is perhaps the first point to remember about the work in computer services—it is highly geared with a cost, as reflected in the turnover of its members, much lower in size than its effect on the economy of the country.

This is why the services side of the computer industry makes far more impact than the hardware side. It is the reason why these companies should operate with one voice through the medium of their trade association.

It is also worth pointing out that although any trade association is motivated primarily by the self-interest of its members, this self-interest cannot afford to be anything but enlightened in recognizing the evolving requirements of the computer user and society. Only by taking these into account can the association hope to influence favourably the business, social and legislative climate in which members operate. Such influence is the raison d'être of the association.

The Computer Services Association (CSA) is a young association—nine months old, to be precise. Why, if the service area is so important, has a trade association not emerged before this time? CSA was formed by the amalgamation of two trade associations, the Computer Services and Bureau Association (Cosba) and the Software Houses Association (SHA). Both these associations had several years of existence behind them before it was realized that they were merely parts of the same industry. A catalyst was also present in the ranks of the management consultants, many of whom had founded flourishing firms of computer consultants.

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Abstracts help to provide answers

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Examples of some of the questions dealt with are: does the company really need computing facilities? What for? How can the benefit and costs be evaluated? Should the company employ a consultant? If so, how to choose one and how to brief him? Should the company buy or rent equipment, or use a service bureau? How should the requirements be specified, how should suitable organizations be chosen and how

Influencing the social climate

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bureau chat

Bureau chat 4 August 1975

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It jogs Post Office microfilm memory

by Tom Southerton

Microfilming facilities, payroll production, staff training in computer techniques, systems and programming skill—all are available to any business, large or small, from the Post Office's commercial computer service bureau, the National Data Processing Service (NDPS).

Work for the Post Office naturally accounts for most of the bureau's computing (about 170 projects). But with access to much of the vast computing power of the Post Office—more than 40 machines—and the accumulated experience of about 17 years' in-house computing, the potential benefits of using such assets commercially are obvious.

The bureau also offers data preparation, software packages for conversion of company files on to computers. Small customers in particular have the advantage of using large, very advanced machines that they could not possibly justify buying or renting themselves.

Forty projects for outside customers are handled by NDPS, ranging from small payroll programs to the London Airport cargo electronic data processing scheme (LACES). That project has cut from four to two days the handling and clearance time for cargo imported into this country, and halved the need for storage space at Heathrow.

Britain was the first country to employ a computer for such a purpose. NDPS has provided consultancy services for a similar system for Orly and Roissy-Charles de Gaulle airports and also used its LACES experience to develop software for a Royal Air Force stock control system.

The Post Office is the nation's biggest employer—434,000 people—so that standard computer application, payroll calculation, is a natural candidate. In fact 300,000 staff in 300 different grades are paid through the Post Office's payroll system, producing nearly 12 million advice and forms for cash payees, bank credit transfers or Giro cheques every year.

But the Post Office will also happily run a payroll package for 50 people at 5,000. Other software packages include sales and purchase ledger, inventory recording and invoicing.

NDPS customers frequently benefit as fast as the Post Office itself from any of its innovations in computing techniques. Microfilm is one example. Customers with problems of storage space have already resented the benefits of microfilming their records.

Microfilming, however, is only a means to an end for the Post Office. The computer-controlled camera used produces film of telephone directory entries. Instead of the conventional paper printout, the film is ready for typesetting and is used to print the familiar directories by a special software package, COMPOSE, which offers a variety of type sizes and faces.

The Post Office is, as yet, the only publisher in Europe of the COMPO 80. Presumably no other organization, certainly in Britain, could justify spending £250,000 on such a system. Faster updating of telephone directories has meant the COMPO 80 recouped its cost in the first working year.

Computer microfilm facilities are also offered to customers using equipment at the national Giro Centre in Bootle and the Post Office's Bristol computer centre. Post Office Giro was planned on a computer basis from the outset.

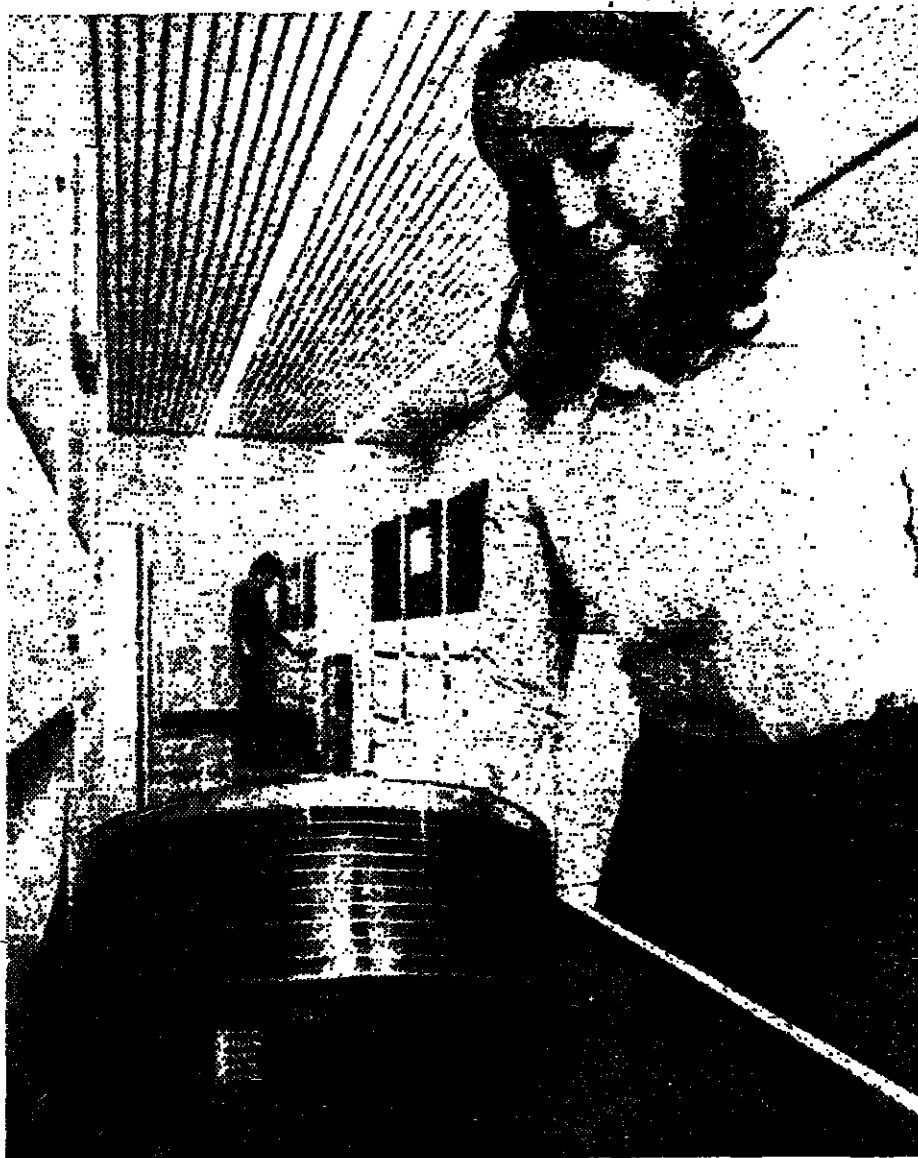
One of the largest in-house projects is telephone billing: the processing of quarterly telephone bills for 12 million customers. The scheme produces bills, ledger, system reminders and follow-up notices involving 90 computer programs.

Stores control is another big task the Post Office has computerized. The system controls receipts issues, provision and accounting for a total of 40,000 stock items valued at £135m. Speed and accuracy apart, the principal benefit here is that stocks can be held at lower levels than before.

There are 23,660 post offices, and for nine years their cash accounts have been checked and summarized by computer processes. The job involves 150 million ledger entries every year.

Two more services for the postal business are vehicle scheduling and letter-mail circulation. As the busiest postal region, London operates a fleet of 600 vehicles covering 30,000 trips every week; a computer program supervises the allocation of vehicles and drivers for each journey. In addition, a scheme calculating the circulation of letter mail through the postal system from 700 dispatching offices is computer-processed. It involves calculating optimum routes for the dispatch of letters, and connections for 30,000 trains, 7,000 motor vehicles, 50 boats, 50 aeroplanes and 100 local buses.

One of the early users of computers in Britain, the Post Office is still among the leaders. Last year it was one of the first British customers for IBM's powerful 370/158 system, which is



Changing a drum: part of the LACES memory bank, this disc store contains up to 30 million information characters.

Three years before its introduction in 1968, a team was working on the Giro project. Bootle now houses one of Europe's largest computer complexes, covering more than half a million square feet. Based on two ICL System 470 computers, handling 500,000 customers' accounts, Giro has operators working 150 keyboards to transfer information from transaction documents directly on to magnetic tape for computer input.

Similarly, the Department of National Savings (DNS) enjoys a banking system developed on its behalf when it was part of the Post Office. Other work for DNS includes replacement of 8,000 national savings certificates every day, and repayment of five million dividends on stocks and bonds and the national save-as-you-earn contractual saving scheme.

The Post Office also designed and operates television licensing records on an agency basis for the Home Office. The system maintains records of premises and licences for 12 million addresses and produces licence renewal reminders, bills, inquiry letters, estate agents' enquiries and inquiries and statistics.

The 40 different types of commercial project which NDPS operates include co-operative schemes. These include trade federations representing many small concerns, which can define common computer requirements, sharing the cost between them. One such is the National Federation of Builders and Plumbers Merchants, for which the bureau runs a sales and ledger system.

graduates' placement service for the Standing Conference of Employers of Graduates (SCOEG) is another bureau service. It matches qualifications and job preferences for 5,000 students in 16 degree-granting institutions.

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mainly used for research and development work in the telecommunications business. Assistance in the development of Britain's electronic telephone system X is one of the computer's main objectives. It will eventually provide a nationwide problem-solving service for about 3,000 Post Office users.

Recently the Post Office announced the placing of a £6m contract with ICL for three New Range 2970s as replacements for the Leo 326 machines which have been in continuous use for more than a decade.

In all those different ways the Post Office uses its fast-moving technology effectively, as befits one of the largest computer-users in Europe.

The author is senior director, Post Office data processing service.

Lucrative contracts from EEC

by Judith Bloor

Predicting trends in software services is a hazardous business. But despite the latest developments, official statistics reveal a surprising constancy.

The Department of Industry analysis of software services over the past four years reveals that the proportion of work carried out in each area of software activity has remained constant. Thus custom built programs account for about a quarter of total billings while package programs take up an eighth of software revenues. Professional services have stayed within 27 per cent to 29 per cent of total billings while programming services have provided a constant fifth of software activity.

Whereas the pundits proclaim a big increase in the volume of work conducted overseas, especially in Europe and now the Middle East, the department's statistics show only a modest increase of 4.3 per cent over the four years. But that figure is qualified: "Foreign clients are understated because the inquiry only covers billings from the United Kingdom and not those of subsidiaries of United Kingdom firms centred overseas."

The real story lies behind the generic terms used to define software services. Here there are big changes which are not reflected in statistics.

In the early days of software services, the business in which software houses were involved could be loosely divided into bodysplicing and one-off programs developed for clients. But they were also early days for computer users, whose computer activity was tentative and fairly basic. Now the computer is firmly entrenched in business organizations, and that has placed a strain on software.

Users no longer have the resources or the knowledge to do everything themselves and it makes sense to buy software products for applications where others have been before and written the programs.

The changes in the software products market have been a bigger, more complex product as witnessed by the data-base development. The cost of program development has reached the point where software houses are beginning to see the return on their expectation.

The trend towards larger projects by users, allied with rapid technology changes, has increased demand for the knowledge of software consultants. Project management and implementation accounts for about half the business of the top software houses, although few expect a big increase in the proportion of some expert on increase in size of project. That is particularly pertinent to overseas activity.

Despite the caution of the department's figures, there has been a definite trend towards acquisition and merger in the software industry in Europe. Many lucrative contracts stem from EEC activity and a firm condition of tender is that the bidder must be European.

There is a move towards software houses becoming involved in hardware and providing a total systems approach for clients. That development requires investment in hardware resources, a cost which may prove prohibitive to all but the largest firms.

Indeed one of the biggest software companies has rejected the trend after much careful thought and it remains to be seen whether or not it will become an important service offered by software firms.

However, it illustrates one of the important changes in software services—a melding of the hardware and software branches of computing. This has led many software companies to reject the description "software house" in favour of the more generalized "systems house".

That is indicative of the increasingly specialized needs of users which, to a large extent, must determine the development of software services. Most software companies will continue to get most of their revenue from the bread-and-butter business of programming skills.

Software products is the only area which seems likely to grow dramatically—a reflection perhaps of economic stringency as well as increasing specialization. Why incur the cost of new program development when a program product will suit?

The economic situation in Britain has forced the software services firms to look overseas. Many have had to go no farther than across the channel; they find American companies already hawking their goods in what they see as a growing market.

American firms, because of the recession in the United States looked to Europe for increased revenues and, having found them, stayed to buy local companies. Like it or not, American ownership of British software firms looks like the next development, but it will depend on accurately assessing the direction of the market.

The author is editor, Computing Europe.

Bureaux business could grow abroad

by K. F. Jones

International links between computer bureaux are proliferating at both business and technical levels. Takeovers, all too often of British bureaux by foreigners, and mergers are being accompanied by the establishment of data transmission links between bureaux in Britain and their counterparts on the Continent and across the Atlantic. At the same time, thousands of bureau users are making use of computers outside their own countries.

The shape of things to come for the computer bureau business at both national and international levels is very much the same as that expected for data processing in general. That is distributed processing, the accepted generic term for a concept involving many small satellite computers and terminals, with some local processing power, all linked to a giant central computer.

The central system could hold most of the big files of a major company or international combine together, possibly, with data-bases of commercial, economic or scientific information, and quite likely an extensive library of specialist programs accessible simultaneously to dozens or even hundreds of remote terminals. That last facility is called time-sharing.

Most of the work carried out by computer bureaux involves batches of data on punched cards or magnetic tape being physically transported to the computer centre for processing "over the counter", but processing by remote terminal access is catching up rapidly.

The British bureau industry made a very modest income of about £1m from processing data for foreign clients last year, partly because "over-the-counter" batch processing is usually uneconomic and impractical for overseas clients, but also because data transmission links with the Continent are still limited.

A bureau can do big business in an overseas market without getting itself

enmeshed in complex international terminal network by simply setting up abroad with a full bureau operation; it is an area which British bureaux have in general failed to exploit. One noteworthy exception is the Computer Management Group which, in addition to its computer service centres in Britain, has centres successfully operating in The Netherlands and Belgium.

However, the real international "empire builders" in the computer bureau business are, almost inevitably, the Americans. A substantial part of the British bureau industry is American owned. Recent acquisitions include the Capital Cities bureau at Warfield by the Boeing aircraft company's big computer services division.

French are most formidable

The Hoskyns group, one of Britain's best known computer services companies, was recently taken over by the New York-based Martin Marietta industrial combine.

On this side of the Atlantic, the French are the most formidable bureau developers. One of several very large bureaux in France, CISI (Compagnie Internationale de Service et d'Informatique), owns one of the leading British bureaux operating in the scientific engineering sector, SIA of Victoria, London; a data transmission link between CISI in Paris and SIA in London is being established. It will enable clients in Britain and France to use files and programs on the other side of the Channel.

A similar data transmission set-up is being arranged between the CRG Group, based at Slough, and another French giant, GSI (Général de Service Informatique), which has 20 bureau centres throughout France.

GSI has been acquiring CRC time; but the buy in British hands, cause GSI is still digest a rather old called Datal which over at the begin year.

CRC points out made life easy for clients in France a version in F communications operating system COSMOS. A Gery Computer Discenter of Berlin similar computers already runs speaking version.

The American international and no discuss national bureau would be complete mention of Electric Mark III is based on 20 communications computers, including Honeywell 6000 tens, at Cleveland Rockville, Maryland.

There are an extensive network communications computers to handle all over the world in Britain a III services at Honeywell.

About 5,000 spread over 15 use Mark III as number of terminal link into the net time or under many times that Cleveland and R terms are used clock and the scale offered work as inexpensive as a local bureau.

Mark III and national bureau of special value national camps files and record company division the world need-able from any world rapidly an

The author is editor, Computing Europe.

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Meth Owen looks at case studies of systems used by Marks & Spencer's chain stores, the Lummus Company of New Jersey, the London Borough of Hillingdon, and Hambros Bank.

ks throughout the chain

months ago a large user bureau advertised in *Weekly* for a "British" single most powerful and most powerful on-line system ever. A batch-processing system now being operated by Britain's biggest most successful chain, the advertisement was being updated.

In Spring, 1975, we shall be moving to a fine new building in Chiswick, the age continued. The new working system would include new ICL 1904S mainframes and three application processors. All adds up to a very full system to which the store in the chain will be added by intelligent display units. That's around 250 terminals about the United Kingdom.

The advertiser was Barings Services, jointly owned by ICL and Barclays. The chain store was Marks & Spencer's. Marks & Spencer's use of computing has been consistent over years. It was outlined by Mr. and Mrs. S. J. S. in these words: "We continue to seek ways of improving the efficiency

of our administration by simplifying our systems and reducing paperwork. Over the past few years we have made increasing use of the computer to reduce routine repetitive clerical work.

"Computer systems are now used for maintaining the share register details of our 230,000 shareholders, calculating the payroll of our 34,000 staff and controlling the distribution of approximately £100m of our food business.

"In the next few months we expect to complete a system for the payment of our suppliers' accounts, which will be our largest computer application to date. From this will also stem much of the essential information which we require.

Although the volume of computing work is now significant, we have preferred to have it performed by an independent computer bureau. This enables us to control the work through a small team of our own staff who work closely with the highly specialized computer bureau personnel.

"A bureau has the facility for keeping abreast of technological developments and is also in a position to utilize more fully the computer equipment which is required."

Better use of data preparation staff is also achieved by using bureau personnel as and when they are required by us.

Five main jobs have been handled for Marks & Spencer by Baric under the batch-processing deal, which two years ago was costing the company about £300,000 a year and occupying full-time a 1904A computer at a Baric centre in London.

Payroll processing and share registration were the first of the company's applications to be automated. Marks & Spencer recognized that the introduction of computing techniques into other areas of the retailing business would enable them to react more quickly to the availability of goods, have fuller and more accurate information on which to base buying decisions, reduce the level of stocks held at stores, and generally alleviate clerical difficulties which had built up with the expansion of business.

Two food distribution systems were therefore developed. The first controlled the allocation to stores of semi-perishable goods such as groceries, biscuits, savoury snacks and confectionery. The other was designed to process the ordering of perishable goods to all stores. This is a key operation since some lines of food must be sold on the day of receipt.

The fifth computing project was developed to pay suppliers, produce management information and improve the documentation for deliveries of textile goods—Involving about 2,000 product lines from 400 manufacturers.

From this batch system, Marks & Spencer went on to consider the advantages of a fully automated system for the allocation, ordering and control of textile goods.

At that time, for example, the collection and collation of data on which to base ordering decisions and the allocation of goods to stores were still handled manually at head office. Feasibility studies showed that, to fully automate this process, it would be necessary to install terminals in stores and depots for data acquisition purposes, and a more powerful real-time, twin-processor computer system would be required to handle the large volumes of data in the short time available.

Hence the decision to introduce the new on-line system, which may take about five years to complete, and hence the Baric advertisement.

Joint projects help to keep down costs

The Lummus Company, a subsidiary of Combustion Engineering Inc., has its international headquarters in Bloomfield, New Jersey, and operates through subsidiaries in 12 countries.

The subsidiaries are involved in designing, engineering and constructing process plants for the petrochemical, chemical, refining and allied industries.

Computing is needed to help them with the control and administration of projects, as well as the analysis of engineering designs. Corporate systems are controlled by the Bloomfield headquarters, so each office needs a good production service to run the systems.

The company's London office was the first to be linked to the United Kingdom Services Ltd (UCSL) dual IBM 360/65 computer centre at Westford, through a Data 100 remote

job entry (RJE) terminal and a leased telephone line. The terminal acts as a remote card-reader and line-printer, and has a visual display unit for local control of their own jobs.

Subsequently, the Lummus offices in The Hague, Wiesbaden, and Paris have been linked to UCSL. The company's experience includes the following points:

(1) More and more projects are being carried out jointly between offices. Using one central computing service allows a single cost and project control-system to be administered with appropriate reports going to separate locations.

(2) Distribution, maintenance and holding costs for the systems software are cut down, because only one copy of the programs is maintained.

(3) Each office has its own operations, systems and programming staff. They can

readily help each other with difficulties because of the ease of communication and routing of computer output between offices.

(4) Despite the high fixed cost of leased telephone lines going across the Channel, the low cost of computer processing in Britain compared with continental local rates makes it no more expensive than local processing.

(5) Remote job entry to the UCSL processing gives a high level of service, together with control over the offices' own workload. The bureau takes away all the technological and staffing difficulties of running computers, planning for correct capacity, and continuity of service.

And, with their "emulation" terminals, Lummus are not committed to one bureau, or even to one particular mainframe manufacturer's machines.

Not all our payroll customers have 134,000 employees!

We also bring the benefits of computer services to firms too small to justify their own installation. For example, the NDPS payroll service is used by firms with only 50 staff. Other packages such as Inventory Recording & Invoicing or Sales Purchase Accounting are suitable for concerns with a turnover of only £300,000. NDPS has access to some of the latest developments in computer technology—Comp 80 equipment, in first in Europe, outputs on 105mm microfiche or ultra high resolution 35mm film suitable for platemaking, ideal for catalogues and similar utility publishing in addition to normal data storage. Our Direct Mailing service is based on Postcode lists and supplies up-to-date addresses in magnetic tape or IBM form using a wide range of selection facilities. And the expertise that brought about LACES—London Airport Cargo 3D Scheme—which controls the clearance of cargo into the country has been since applied to a number of similar on-line real-time projects. A telephone call will tell you whether your firm could benefit from these well-tried services: phone 01-432 8258.

The National Data Processing Service



QUIZ ANSWERS

- (b)—usually called 'the software'
- £1.3 million (to Holland)—by Leasco Software Ltd.
- £1.5 million (in June 1975)—to Leasco Software Ltd.
- Your next application (large or small). Can we help?
- Leasco Software Ltd., Reliance House, 150-152 Bath Road, Maidenhead, Berks.

"THE IMPLEMENTORS"

Bank turns to fast-working Oracle

Hambros Bank, London, an experienced user of its own computer systems for both batch and on-line work, has recently adopted a complete budgeting system using an outside bureau service.

Based on a package of financial planning and reporting programs known as Oracle, the service is provided by Time Sharing, London.

Since Oracle was a proven system, it enabled the bank to put a complex financial system into operation in a fraction of the time which would have been needed to write a comparable one from scratch. In addition, the immediacy of time-sharing is used to full effect to produce reports whose accuracy depends on outside factors which can change without notice.

The system speeds up the calculation, recalculation and eventual agreement of target budgets for the operating divisions, and provides a continuous means of monitoring planned against actual performance. The model accommodates changes in external factors outside the control of the corporate planners, which has the effect of removing that part of the total variance which is attributable to uncontrollable factors.

Standard quarterly budgets for all operating departments in the bank are initially drawn up at board level; this is done by setting target volumes and rates for the different types of loans and deposits handled by each department.

The model then calculates the resulting target income, which is subject to further discussions and is almost certainly amended. Sensitivity analysis is used to quantify the effect on income of a unit change in a selected input factor. Individual standard budgets are then passed to the departmental heads involved for consideration of the likelihood of their being achieved, and for final agreement.

Departmental volume budgets are consolidated into a sterling and currency balance sheet. The model also prints a table listing the total income from each type of loan; the total cost of each type of deposit; and the overall "net" sterling and currency income.

Quarterly budgeted departmental income is broken down into monthly figures on an accurate day-count basis. This forms part of the management information system.

At the end of each month an adjustment for the uncontrollable part of the variance is incorporated in the model. This renders the actual performance for the month directly

comparable with the budgeted performance.

The monthly budgeted departmental income is consolidated into a "total" table which shows at the end of each month the adjusted total budgeted income for the financial year.

A possible extension to the system will be able to forecast the effect on income of a unit change in one of the four types of rates involved—base rate, minimum lending rate, sterling interbank rate and currency interbank rate.

This will depend on establishing a correlation between the four rates and determining the probable change brought about in any three by a unit change in one. New figures for the rates will then be able to be fed into the system to produce a sensitivity analysis and a revised income figure.

Further use of time-sharing include the production of quarterly figures for realized and unrealized gains and losses, and total value of the bank's investment portfolio. The bureau is also used to calculate fully up-to-date figures for interest accrued on certificates of deposit.

An advanced system has also been developed for relating funds to Arab currency related units, based on the value of a series of Middle East currencies.

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Forum for diverse interests

continued from page 13

should their proposals be evaluated? What sort of staff arrangements are suitable for computer studies and training is needed?

Education and training has been at the heart of much of the NCC's work since its inception. At the tactical level the centre runs some public training courses and also provides tailor-made in-house courses for individual companies. More important, at the strategic level, the NCC has been concerned in building up a structure of computer education and training facilities throughout Britain.

A large number of the colleges and other educational establishments which provide for computer studies have courses based on teaching material developed by the NCC. In conjunction with the British Computer Society, the centre has been working to establish acceptable standards and the NCC is actively promoting British Certificate in Systems Analysis has been awarded to

nearly 5,000 students since its inception in 1968.

An effective computer education and training system implies acceptable standards of good practice which can be taught, and the NCC has been very actively involved in developing these standards. Most of the work is based on bringing together existing experience, formalizing it, publicizing it, and encouraging its adoption, together with pointing out the cost and inefficiency of continually duplicating effort.

In a number of cases, the procedures recommended by the NCC are already being incorporated into national and international formal standards.

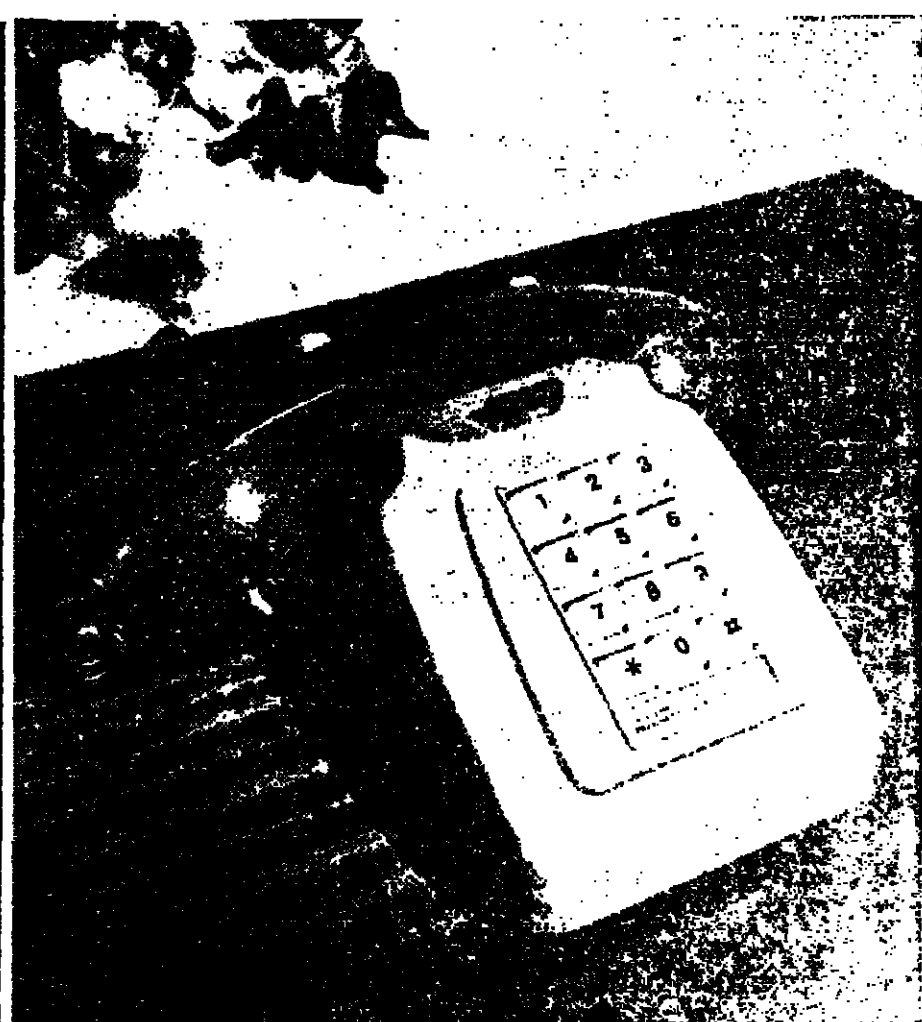
The NCC also has an important role to play overseas, where NCC teaching materials and standards have been adopted in more than 50 countries. The skill of British companies in the computing field is widely respected abroad and the NCC is actively promoting British computer technology overseas. The centre's government commissions have opened many

doors and it has been possible, not only to sell the NCC's own skill and services, but also to draw attention to British capabilities, particularly in the computing services industry.

The number of overseas visitors to the centre is increasing, and several countries have set up computing centres modelled on the NCC and, as a result of the strong links thus established, they often turn to this country for computer applications technology.

Additional impetus followed Britain's membership of the EEC and has led to the NCC being used in discussions with the Commission, and the Community at large, as a representative British voice on a number of computing topics. Contrary to the impression its name might suggest, therefore, the National Computing Centre has an international role to play in addition to its essential national task.

The author is director, National Computing Centre



Here is your personal computer terminal!

Imagine lifting your desk phone, tapping out a code number getting immediate response directly through the PABX from your computer which answers in English and then obtaining all the information you require in response to whatever codes you use. The concept is simple—the implications are tremendous.

Most large organisations are running two separate information networks: one for voice and one for data. The PABX controlling the voice network and a computer controlling the data network. Ericsson have perfected a bridging system between such networks that gives significant savings in line costs, time and flexibility. The system can be extended to include PABXs at other locations through group lines and networks.

*The Multifrequency telephone transmits selected tones corresponding to buttons on the key set or push button pad and the M/F Digital Converter converts tones from their analog form to a digital form suitable for processing in the computer.

*The remarkable Ericsson Vocoder actually converts digital information into analog form and assembles a message from a vocabulary of stored words and phrases.

At its simplest the Ericsson system is a unit which provides a computer with a telephone interface. It converts computer data into tones which can be understood by a telephone exchange, and vice versa. It can collect, compile, calculate and print out data, and it can be programmed to do just about anything you can think of.

Used in hospitals and universities and organisations, the Ericsson Vocoder System can offer:

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UC Unilever Computer Services Limited



New Printing House Square, London, WC1X 8EZ. Telephone: 01-837 1234

MR THATCHER'S NEW YORK SPEECH

Thatcher's New York speech Monday was her most forthright declaration of the new assertive philosophy—not yet a policy—since she became leader of the party. She has been criticized for choosing the wrong occasion to deliver it on the grounds that there is a well established convention that politicians should not denigrate their country or engage in their party battles when abroad. It is a wise tradition but it is to be interpreted with discrimination. It means a direct, especially personal, attack on the Government or of place; but it should not be a serious analysis of their country's difficulties. The British politicians would find themselves speaking to increasingly restive foreign audiences these days. On this interpretation Mrs Thatcher can be interpreted completely. It is her direct attention to the issue of a carefully reasoned speech.

That theme was to challenge the assumptions of what she called the progressive consensus that has dominated British politics for the past quarter century and more: the pursuit of equality and the continuous revision of the role of the state that has followed inexorably. Mrs Thatcher dealt effectively, by means of figures drawn from the recent report of the Royal Commission on the Distribution of Income and Wealth,

with the proposition that there has been no significant move towards greater equality in income and wealth. But she is an unabashed champion of the virtues of inequality. She wants the individual person and company to be allowed more scope by the state in the spending of money and the taking of decisions. "Set the people free," she says, "and the people will prosper."

Mrs Thatcher's argument is easy to caricature. But there are a growing number of people, not confined to any party, who believe that public expenditure takes too large a share of the national income and the bureaucracy exercises too great a sway over the nation's life. It is right that the fashionable assumptions should be subjected to more sustained and searching scrutiny. But this exercise faces two principal tests. The first is whether it can be presented in a way that is not interpreted by the unions, and by that section of the public that has no hope of becoming anything but a permanent underclass, as an attack upon them. The second test is whether it is virtually impossible to govern effectively in the face of bitter opposition from the trade unions—which is not to concede that they have in

effect a veto over who should form the Government.

How well the Conservatives meet this first test depends to some extent on their success in facing the second. That is to translate these broad aspirations into policy. Everyone likes the idea of paying lower taxes: it is in making the corresponding cuts in public expenditure that the difficulties arise. Where would the Conservatives make their savings? At what points would they repel the bureaucracy? This is not a demand for instant, detailed commitments. What is needed is not a succession of sweeping promises but a process of examining existing public policies to see if the objective is still the right one and if the present method is the best one of achieving it. Too many programmes become taken for granted because they are sanctioned by time and custom. Harsh choices will no doubt have to be made, but so far as possible they need to be preceded by careful research. This is not a task for the Conservatives alone. The recent efforts of the Think Tank in the social field indicate that the need is appreciated within the government machine. But the process is one that a political party can start most easily in opposition, free from the day-to-day pressures of office. Mrs Thatcher has set a theme: her party needs to show that this can be developed into an acceptable agenda for action.

DIALOGUE AMONG ARAB BROTHERS

was presumably with unconscious humour that Mr Mahmoud Abdel Ghaffar, the Egyptian ambassador to Madrid, yesterday scribbled his kidnapping by Palestinian gunmen as "no more at a dialogue among some Arab brothers". But the remark could be taken as an apt comment on the present state of Arab unity.

The agreement reached between Israel and Egypt on September 1 has without doubt a greater strain on Arab unity than any there has been since the October War, perhaps since the death of Gamal Abdul Nasser. The attacks on President Sadat and his policy are not this time coming only from the habitual critics of Iraq, Libya and the Palestinian Resistance Front. The agreement has been censured by the ruling PLO Party in Syria, and by the Palestine Liberation Organization. The latter has even dropped a broadsheet of hints to the Egyptian armed forces that their duty now is to overthrow President Sadat. President Sadat has lied by closing down the use of Palestine broadcasting in Cairo, thus incurring

the accusation that he was fulfilling a secret promise to make anti-Israel propaganda; and now he has ignored the PLO's condemnation of the Madrid kidnapping and said that he holds the PLO and Yasser Arafat personally responsible for it.

The Syrian and Palestinian concern at the new agreement is certainly understandable. Mr Rabin's interview on *Panorama* last week would have been enough to explain it, when he repeated that he saw no chance of similar interim settlements with Syria or Jordan and had no intention of recognizing the PLO under any circumstances. The Palestinians have for a generation depended on Egypt for a large part of their maintenance, and any improvement in the relationship between Israel and Egypt is a disadvantage to them.

The Syrian objection to the agreement, it appears, is not so much that it removes the actual prospect of war (which the Syrians themselves probably do not want), but that by removing the threat of war it removes the main element of Arab pressure for further Israeli withdrawals and concessions. Yet the efficacy

of that threat depended on the host of another war to Israel, in human and economic terms, and to America, in economic and political terms. It relied on the assumption that the Arabs could endure a military defeat more easily than another prolonged period of diplomatic stalemate. The likely costs are not significantly lower, nor the assumption significantly less credible because of the agreement than they were before.

The Egyptians may therefore have correctly interpreted the Syrian condemnation of the agreement as a ploy, intended partly to strengthen Syria's position in negotiations with Jordan (and also one might add, in future bilateral negotiations with Israel and the United States), partly to obtain greater material support from other Arab states on the ground that Syria is now facing Israel alone, and partly to "blot out the voice of the ruling party in Iraq" which is constantly denouncing Syrian readiness to compromise. But what will certainly destroy the credibility of any Arab strategy is the kind of internecine conflict in which the Arabs are now indulging.

R CROSLAND MAKES A VITAL DECISION

a time when housing policy is so many kinds of disarray, a chance to applaud a thoroughly welcome development did not seem to be allowed to go by. Crosland has told the London Borough of Lambeth, which is to flatten and redevelop 24 acres of housing, that it is a "vital decision". Some 400 houses in Streatham and Brixton are to be spared the bulldozer and communities that they house are not to be scattered. In Lambeth, Mr Crosland's decision confirms the judgment of the inspector at last year's publicity, but in Brixton the inspector found that most of the houses concerned were not in the cost of repair.

There is more behind the decision than an appreciation of the fact that redevelopment would put a greater burden on the funds in the immediate future than refurbishment. It is the most conscious result so far of a major change in attitudes to urban planning that has occurred among planners and more recently the ministry (but not, appar-

ently, in the housing departments of some London boroughs). Camden and Wandsworth have also recently come up against ministerial resistance to crude schemes based on the philosophy of the clean sweep.

At the beginning of the year, when the excessive ambitions that later fell victim to the economic emergency were still being fostered, Mr Crosland issued a circular to local authorities urging them to favour renewal schemes that did not destroy the physical and social structure of an area. By a flexible combination of improvement, filling in of vacant sites and replacement of dwellings only at the end of their useful lives, districts can be transformed without any violent disruption to the lives of those who live there. People grow accustomed to the townscape they know, even if it is dingy, and the problems of morale that occur when they are transplanted to new housing estates have long been known.

Even by the colder calculations of historical cost and numbers of habitable rooms pro-

vided, comprehensive development does not justify itself easily. It is true that a brand new flat is likely to remain a useful asset for longer than a house that has been renovated.

Certain savings can be made by providing services on a large scale. Large schemes can provide more dwellings on a given plot (though in dense inner city areas they quite often cannot provide as many). But these advantages are outweighed by the loss of living space that vacant sites represent, sometimes for years, and by the enormous capital cost of new construction. Last year the Greater London Council confessed that all the new buildings going on in London was not even keeping pace with the rate at which older houses were falling to pieces. Simply by giving a higher priority to rehabilitation it showed how the decline could be reversed at a smaller outlay. Its calculations were too ambitious for the present, but their basis was sound. For once, considerations of parsimony point the same way as considerations of humane planning policy.

Removal of Roman silver hoard

From Mr Nicholas Thomas

Sir, On August 14, 1973, you were good enough to publish a letter from me concerning the menace to archaeology of metal detectors used for treasure hunting. Yesterday (September 11) your report on the Romano-British silver found by an amateur treasure hunter on the site of the Roman town of *Durobrivae*, near Peterborough, prompts me to draw attention once again to this problem.

Although this hoard of silver was found by casual inspection and not through the use of a detector, the finder has revealed that a fellow hunter has used a detector to recover about 27,000 worth of Roman coins in an adjoining field. The tragedy to archaeology is that, however they were found, the hoard and coins have been removed from their context without record and rendered valueless except as cabinet specimens. They come from within a known Roman town; if recovered under scientific conditions the coins could have been used to date the structures with which they must have been associated. The context of the silver might have been of the greatest significance, as it would have been a Christian church or a small group of Christians worshipping in a private house? Now we shall never know.

Despite the prompting of my council and other bodies, there is still no systematic programme to recognize the use of metal detectors as a threat to our heritage which ought not to be tolerated. This latest discovery makes it all the more urgent that archaeological sites and finds of all kinds are protected by adequate legislation.

Yours truly,
NICHOLAS THOMAS,
President, Council for British Archaeology,
7 Marylebone Road, NW1,
September 12.

The wine war

From Mr John Hart

Sir, Perhaps I'm alone in being the only EEC partner who does wish to drink inferior wine—but I doubt it.

As a side issue to your comments on the Franco-Italian wine war (September 12) readers may like to know that a gallon (5 litre bottles) of local red wine bought at one of the wine co-operatives in Provence costs about £1. This includes nearly 20 per cent VAT. It is drunk in reasonable quantities and without too much complaint by most of the people in the region.

If you bring it into this country the import tax—for that is in effect what it is—nearly £3 and in addition there is a second VAT of 8 per cent.

Let the Government allow free entry or at least reduce the tax and then let us see the effect on the smug British observer.

Yours sincerely,
JOHN HART,
134 Humber Road,
Blackheath, SE3,
September 13.

The traditional Mass

From Mr Ian Wells

Sir, With the case of F. Oswald Baker at Downham Market, it is time for certain Catholics to raise their heads. I welcome wholeheartedly the reforms of Vatican II, the flexibility of the new liturgy, the emphasis on charity rather than authority. I have attended a number of deeply meaningful masses in England, and I have seen the new liturgy in the hand, and in the form of wine. But my preference is for the Tridentine Mass with full ceremonial.

There must be many other "traditional" Catholics who are not out to split the Church down the middle or to revive the Spanish Inquisition and the Index Librorum Prohibitorum; who do not even wish to impose the old mass on every church but seek the opportunity to hear mass regularly in the form that best leads them to God.

Given that only certain churches would use the Tridentine rite, I cannot see that this would threaten the interests of the "ecumenism at all costs" league, or whom most of the truths of the Catholic faith are anyway dispensable when they obstruct the quest for Christian unity.

Yours faithfully,
IAN WELLS,
10 Revelstoke Avenue,
Rise Park,
Nottingham,
September 12.

The Berlingske Tidende

From Mr Niels Nordlund

Sir, Your pen-portrait of *Berlingske Tidende* (The World's Press, September 15) is less than fair. We are not habitual liars, as you intimate. We do not consider "facts as impediments to a good news story". If we were and did so, we should hardly qualify to your gracious characterization as a "highly respected publication". Unless, of course, this was intended as a sly slur on our readership.

Permit me, Sir, to relieve you of some of your impediments: we do not lose large sums of money, and we are not propped up by anybody, neither by Government subsidies nor by indirect contributions from the business community. Like many other distinguished newspapers in Europe we were in the red in 1974, in our case for the first time since 1930—but we hope to be in the black again this year. We do not refuse Conservative Party views, and I am sure that the leadership of the Conservative Party in Denmark would confirm this very emphatically. We have a liberal conservative outlook, and we treasure our independence, integrity and veracity as much as you do yours.

Yours sincerely,
NIELS NORDLUND, Editor-in-Chief,
Berlingske Tidende,
Copenhagen,
Denmark,
September 16.

Making hydrography a national priority

From the Hydrographer of the Navy

Sir, You have devoted considerable space in recent weeks to matters concerning maritime archaeology and the marking of wrecking sites of much interest to growing sectors of our community. There are grounds, indeed, for genuine concern about our national heritage and also for the safety of our yachtsmen—and claims on public expenditure have been advanced in support of both. The community as a whole, however, is surely less concerned with either the history or the marking of old wrecks than with the need to prevent new ones.

A few weeks ago (August 27) you published another in Sir Edmund Irving's series of letters pointing to the current predicament of the Navy's Hydrographic Service—and the penalties to the nation's economy if it continues to be starved of the modest funds required for its mounting task. And only yesterday (September 11) Sir John Martin voiced the anxiety felt by the maritime profession over the state of the nautical charts on which our shipping has to rely—a situation clearly revealed by the official Report of the Hydrographic Study Group.

This report makes some valuable recommendations, the most important of which is that about one per cent on average should be provided for the next seven years to expand the Hydrographic Service—simply to enable it to meet the most urgent of the many tasks confronting it as home and overseas. Among those tasks are the location and accurate charting of hundreds of wrecks which litter our navigational waterways and pose a potential hazard to the growing number of deep draught tankers using them. No

fewer than 95 such wrecks were found last year in a small area of the English Channel alone.

Despite the official recommendation on the need for more funds it is by no means certain that the Government will act on it—though failure to do so will bring penalties out of all proportion to the financial outlay envisaged. These penalties will involve a rising risk to our maritime trade, an increase in the incidence of shipwreck (with the massive oil-pollution of our coasts that may result), a reduction in the exploitation of our off-shore energy resources—and significant erosion of our balance-of-payments position. These effects are of wider and more immediate importance than those feared by our marine archaeologists and amateur yachtsmen.

Let us get our national priorities right, Sir. In our present economic plight public expenditure has to be reduced. Such wealth as remains to us must be re-allocated to projects of the highest consequence to the true welfare and safety of the realm—and away from the "dubious amenities" to which Sir Edmund Irving refers.

It has been fairly said that the work of the Hydrographic Service represents the greatest single contribution which the Royal Navy makes to the civil community in peacetime. The need for its contribution is now shown to be greater than ever. It is the Government's response to it that should now concern your readers—and, indeed, the whole community.

Yours faithfully,
G. P. D. HALL, Rear-Admiral,
Ministry of Defence,
Old War Office Building,
Whitehall, SW1,
September 12.

Schools' success rates

From Mrs M. B. Clark

Sir, May I add a layman's observation to the defence of the Andover Headmasters by Mr A. J. Rees (September 13)?

There is a world of difference in suppressing information, and in choosing not to make a public statement of pupils' successes and failures in the local newspaper. We all know the invidious comparisons which are made by parents between pupils, and between schools, when the examination results are presented.

It is unworthy of Bernard Levin to ridicule these headmasters, who, lacking his expertise in the art of communication, have made an error of judgement. Rather let us praise their honest endeavour to check the unseemly race for O and A levels created largely by pressure from parents, which does nothing to improve the quality of education.

Yours sincerely,
M. B. CLARK, Chairman,
Parent Teachers Association,
Queen Elizabeth Grammar School,
Hexham,
Northumberland,
September 13.

Human error in accidents

From Dr Glyn Bennett

Sir, "Psychological autopsy" sounds sinister, but implications would be disagreeable for those involved. But your report (September 3) of Dr Haward's researches in pilot error, accounting for half of all air accidents, emphasizes that we may have to face the painful business of inquiring into the personal background of someone recently killed if we are to reduce the terrible toll. I first experienced this dilemma in 1969 when Donald Crowhurst was lost at sea in the course of the *Sunday Times* singlehanded round-the-world sailing contest. It was of course a personal tragedy, but material found on board showed it to be a story of great psychological importance. The issue should be first and foremost respect the privacy of the bereaved family, or should one seek out whatever lessons there may be which help others in the future? I chose the latter alternative, and looking back over the subsequent events I do not regret that decision.

The late Nicholas Tomalin and Ron Hall faced the same decision when they researched the story which they published in their book *The strange voyage of Donald Crowhurst*. An immediate result of their book was to silence the distressing speculative accounts of what might have happened since then. I have been in profusion after the *Mary Celeste* was found abandoned but intact near the Azores. It became an important cautionary tale for many adventurers into hostile environments, but for many more an epic about individual striving and as such it has immortalized the name of Donald Crowhurst.

Yours faithfully,
GLYN BENNETT,
Department of Mental Health,
University of Bristol,
39 St Michael's Hill,
Bristol,
September 8.

Unratified covenants

From the Reverend Paul Oestreicher and Mr David Simpson

Sir, Seven years ago, on September 16, 1968, Britain signed the United Nations Covenants 1966 on Economic, Social and Cultural Rights and on Civil and Political Rights, thereby indicating intention to ratify them, to bind and be bound by their provisions. For no sufficient reason, the British Government has still not ratified and the covenants remain unratified.

Together with the Universal Declaration of Human Rights, these Covenants form an international Bill of Rights which both define the rights guaranteed and contain an elementary enforcement procedure. They contain such important provisions as those in the Covenant on Civil and Political Rights, prohibiting the use of torture (Article 7) and providing for freedom of thought, conscience and religion (Article 18). The enforcement procedures include reports by states to the United Nations on measures taken to ensure observance of the rights, with optional clauses for inter-state

authorities to publish the GCE results of their schools. It is only since these schools have become comprehensive that we have been told that publication is unfair, an invasion of privacy, etc.

When, at the same time, we are assured by the pro-comprehensivists that more pupils are doing better academically in all-in schools than they ever did in selective schools, we can hardly be blamed for wanting to see some concrete proof of this in the shape of GCE results.

Mr Beauchamp feels that the academic achievement of maintained schools should not be a matter of public concern and wonders why "great" schools do not publish their results in the press. I would put it to him that the people who pay the fees of the "great" schools certainly demand, and get, full information on the examination results, so there seems no reason why local people who maintain schools through rates and taxes should be kept in ignorance.

I have no objection to publishing the examination results of this school—with an average of 7.2 "O" level passes per candidate, why should I? However, since our pupils come from all over the world the local paper is not much use to us. This, and not reluctance to publish is, I think, the reason why Mr Beauchamp has not even press reports of the examination results of public and HMC schools.

Yours faithfully,
ELIZABETH MANNERS,
Felixstowe College,
Felixstowe,
Suffolk,
September 15.

For myself it began an investigation into the whole question of how isolation at sea (or anywhere else) together with mental and physical fatigue came to lead to severe errors of judgment and even to complete psychological collapse. Observations were then made in the course of the 1972 Observer singlehanded transatlantic race which confirmed how common these phenomena can be. I would like to think that these studies have formed a useful contribution, they were certainly initiated by a personal tragedy.

It is now generally accepted that excessive hours of work will lead to a deterioration of performance. It is not generally realized how the effects of personal conflict and distress can aggravate and hasten this deterioration. In the spectacular accidents the pilot or driver is seldom available to tell his story, but there is evidence from lesser locomotive accidents, artificially stressed pilots in simulated cockpits, and from small boats, and a wealth of laboratory research to show how important this contribution can be.

A psychological autopsy after the next major unexplained accident could cause distress to the bereaved and probably would not add much to our knowledge of human error. I suspect, however, that it will become necessary because without it we cannot claim to have made a proper investigation, and that is something the public has a right to expect.

Yours faithfully,
GLYN BENNETT,
Department of Mental Health,
University of Bristol,
39 St Michael's Hill,
Bristol,
September 8.

complaint and individual petition. These are elementary but nevertheless worthwhile considering the sorry state of human rights around the world at the present time.

Britain should ratify the covenants immediately. Thirty-five ratifications are needed before the covenants come into effect and so far the Civil and Political Covenant has 30. The British Government's main objection to ratify immediately, namely that various items in our own legislation are out of step with the standards required by the covenants, could easily have been rectified by now. The vast quantity of other legislative changes which have been enacted since 1968 renders that excuse invalid.

Surely the protection of human rights is such a basic necessity that our Government must immediately take this important step, delayed for so long. Can this country not be among the first 35 to ratify?

Yours faithfully,
PAUL OESTREICHER, Chairman,
DAVID SIMPSON, Director,
Amnesty International,
British Section,
55 Theobald's Road, WC1,
September 8.

Uses of disaster relief force

From Professor A. S. Livingstone

Sir, Here at Manchester we have studied the correspondence in your columns concerning a disaster relief force with great interest. Lieutenant-Colonel Ritchie, RE, a Honorary Fellow of this university, is presently engaged upon a research project into the maintenance of life support systems in disaster situations in developing countries of the world.

Despite his own service background and considerable experience in some of these developing countries, Ritchie's conclusions, as a result of 12 months' work, do not bring him to support the argument for a disaster relief task force. His conclusion, drawn from his research, is that the most effective and cost-effective way to improve results in disaster relief operations is by developing the ability of the indigenous administration to manage its own resources by effective control and co-ordination.

In consequence, foreign relief and longer term aid provided from the many national and international agencies will be better coordinated and utilized. Ritchie is supported in these arguments by at least one of the major United Kingdom charities. This improvement in the employment of indigenous resources promises a considerable decrease of disaster preparedness which is a corner stone of the arguments and policies of the Disaster Research Unit at Bradford University and of the United Nations Disaster Relief Office. Training is an essential element of disaster preparedness, involving a wide programme of education and training throughout the world in order to develop an awareness of the implications and causes of disaster to improve national capabilities to manage indigenous resources in crises.

These views are supported by the evidence of the relief operations in India after the very severe floods, and in Turkey after the earthquake of this year.

Effective management of indigenous resources is a minimum requirement for outside assistance. No doubt the United Nations Disaster Relief Office also argue this case for indigenous training, because the impending expansion of that organization will include an element with responsibility for developing disaster management capabilities and skills in disaster prone countries.

It does seem also that a British or Nato disaster relief force would suffer too many restrictions on its contingency planning, including those which would be imposed by both donor and recipient countries, to make a go-anywhere, do-anything force a possibility. Perhaps the dragging of British feet in Whitehall indicates the reality of these difficulties.

Yours truly,
A. S. LIVINGSTONE,
University of Manchester,
Department of Administrative Studies,
Princes Centre,
Manchester,
September 15.

The Greek trireme

From Mr Brian G. D. Salt

Sir, In the interesting discussion on the speed of triremes, none of your correspondents seem to have considered the well-known speed-waterline length ratio, volume over the square root of waterline length. I have a slide rule designed to estimate hull speeds when given shaft horsepower, waterline length and waterline length which I have used to be reasonably accurate. Using it in reverse for a given speed, one can estimate shaft horsepower.

If we take the waterline length of the ship as 80 feet, an average crewman as weighing 170 lb, and the ship itself as weighing 20 tons, I find that with a crew of 50 each man would have to produce about 2 horse-power to move the ship at 12 knots. With a crew of 500 and allowing no greater displacement for the ship itself, each man would have to produce about 1 horse-power. I think it very unlikely that on long voyages an oarsman could produce continuously more than about 0.1 horse-power.

If we take a crew of 500 each producing 0.1 horse-power with the same length and displacement of ship, the hull speed would be about 8.2 knots.

Yours faithfully,
BRIAN G. D. SALT,
Little Sutton Cottage,
49 Sutton Lane South,
Chirk, W4,
September 14.

From Mr F. S. E. Fawkes
Sir, We have heard a great deal in your correspondence about the difficulties of manipulating a trireme.

When shall we turn to the problem of the quinquereme of Nineveh which, according to Masefield, was rowing home to haven from Ophir with a very assorted cargo of considerable value?

Yours faithfully,
F. S. E. FAWKES,
Stone Walls,
Amberley,
Stroud,
Gloucestershire,
September 15.

Plagued by bureaucracy

From Mr A. G. A. Cole

Sir, We felt sympathetic towards farmer Mr John E. Fowler, of Romford, Essex, who complains of being plagued by bureaucracy (September 12).

We are a very small firm who suffer in the same way and on our office wall we keep a chart of 12 inspectors who plague our lives. They are mostly such nice fellows individually but how they waste one's time—they toil not neither do they spin—and, as Mr Fowler points out, they insist on the minutiae of their particular sphere as if that was the only thing that mattered in the whole wide world!

Yours faithfully,
A. G. A. COLE, Director,
The Hampshire Guano Co Ltd,
Newtown,
Soberton,
Southampton,
Hampshire,
September 12.

ys of Hope

the Headmaster of West-r School
Conrad Buckley, in his review of Kenneth Loach's *Days of Hope*, says that Loach's picture of the part of a conscientious objector in 1916 was at best "only one of the truth". The historical (as distinct from the propaganda) organizations such as the inscription Fellowship which attempting to discredit the "service" support Mr y's view.

Loach's film showed a conscientious objector being taken to front line, forced "over" and tied to a post in what early intended to appear as a full view of enemy fire, atrocity story is familiar in itings of some conscientious rs and their supporters but ce years extensive research treatment of conscientious rs in the First World War, I found any evidence to sup-

port, conscientious objectors were treated no differently from other soldiers and were certainly never forcibly exposed to enemy fire as Kenneth Loach's film implied. Many conscientious objectors testified to the friendliness of soldiers including officers whose attitudes were parodied in the film.

I agree with Mr Buckley that it was all tremendous television but it had little to do with historical accuracy. The film was another example of the way in which producers are allowed to promote the criterion of "good television" as a superior and overriding consideration.

And in case anyone should argue that the inaccuracies were unavoidable lapses of detail when dealing with a complex subject, it is worth mentioning that, according to the credits, research for the programme was done by David Bolton. In 1966, Mr Bolton published a book on the treatment of conscientious objectors in the First World War. What was written from a left-wing, anti-war position and that was hostile to the civil and military authorities.

Mr Bolton is entitled to his version of these events but the BBC, by selecting him to undertake the research for the programme, committed itself consciously to a bias that was bound to make the civ-

ilians appear as mindless jingos and the military as heartless bullies. Yours faithfully,
JOHN RAE,
Westminster School,
17 Dean's Yard, SW1.

Immigration procedure

From Mr T. W. Gee

Sir, Mr Gilbert reports problems with Heathrow immigration (Letters, September 6). A senior visiting Indian scholar holding health certificates authenticated by the British High Commission, Delhi, arrived at Heathrow with his wife and two young children some two weeks ago, after a 65 hours' flight with two delays en route. The immigration authorities kept him waiting two hours until they called a medical officer to check his certificates—which was done summarily.

Was this delay necessary, and should we greet our visitors thus? Attitudes of first-time visitors are often determined by those who receive them at immigration control in British airports.

Yours faithfully,
T. W. GEE,
University of Sussex,
Andrew Cohen Building,
Falmer,
Brighton.

The asbestos industry's view that its products do not present any health hazard to the public is challenged by research findings to be presented today at the International Congress on Occupational Medicine, which is taking place this week in Brighton.

The study indicates that there is a risk of the public contracting mesothelioma, an untreatable form of cancer of the lining of the lung or stomach, because of general environmental pollution by asbestos.

The research team believes that the danger, although thought to be very slight, gives the low levels of asbestos dust present in the atmosphere, will continually increase until use of the mineral is restricted.

Dr. Yoram Leshem, and Professor Marc W. Waternman, of the Department of Occupational Health, The Hebrew University of Jerusalem, with Dr. Yoram Leshem, of the Israel's central cancer registry, studied the 65 cases of mesothelioma registered in Israel between 1957 and 1973. In 15 cases the diagnosis was not conclusive, so those cases were excluded.

The aim was to analyse the factors that could determine the incidence of the disease in Israel, using information from hospital records, from records of occupational histories and from a questionnaire sent to the patients.

Dr. Leshem said yesterday that the analysis led to the surprising discovery that, in at least, non-occupational exposure to asbestos plays an important part in causing mesothelioma. Three facts supported that conclusion. The first was that there were considerable numbers of children and even animals, babies.

Second, the cases were distributed about equally between men and women, although most of those employed at the asbestos industry were men.

Third, most of those whose job histories were phoned had not been working in the industry. One had a clear history of occupational exposure.

Fourth, that mesothelioma was caused by something other than asbestos seemed remote. Dr. Leshem said. Experimental evidence shows asbestos to be a direct cause and most of the cases described in medical literature were related to asbestos.

Studies in Israel and elsewhere had shown the presence of more than one in four of the population of "asbestos bodies". Those formations had been found in the lungs of people who had worked with asbestos fibres coated with a substance produced by the body. Some had argued that the asbestos bodies were the cause of other kinds of fibre, but the vast majority were likely to indicate the presence of asbestos.

Dr. Leshem said that very stable material, non-corrosive and non-destructible. Our fear is that all the fibres that we introduced into the environment in Israel are in industry, building, transport and home appliances are saying there and accumulating". Dr. Leshem said.

So if we are right in expecting that exposure to asbestos from environmental pollution is an important factor in causing mesothelioma we should expect an increase in this problem in future years. We think that measures for preventing this contamination should be introduced, and that we should consider the whole population as at risk, not only those working with asbestos."

Dr. Leshem said that although mesothelioma cases were rare with an average annual incidence in Israel of 1.5 cases a million, it was probable that many cases would be missed because of difficulties in diagnosis.

A study at the TUC Central Institute of Occupational Health in London has found that 10 per cent of men employed in an asbestos textile factory are likely to contract the disease within 10 years. They will then start to fall as improvements in dust control begin to take effect. About 20 to 30 per cent of the population are the first exposure to asbestos and the development of a tumour.

Despite campaigning by relatives of victims, who were afraid of asbestos-related diseases after relatively slight exposure to asbestos, the industry insists that the disease is caused by large amounts of asbestos that may be present in the environment are a general hazard. It also points out that asbestos is found in many heat- and heat-resistant material has saved countless lives.

The Israel team's assumption that the mesothelioma cases in Israel in the great majority of the cases studied is likely to be strongly connected. Other researchers have suggested that unspecified factors involving other substances or possibly genetic weaknesses are responsible.

By a Staff Reporter

The real issues
behind the
row at Rank,
page 21

Industrial output in Britain shows no sign of early recovery

By Melvyn Westlake

The two-year slide in British industrial output still shows no significant sign of coming to an end, and the rate of decline in recent months seems to have been overtaken by a more rapid fall in the other leading industrial countries.

Although official figures for industrial production, released yesterday, seem to indicate a marginal recovery, this is apparently explained by exceptional and purely temporary factors which do not alter the underlying trend.

The Government index of industrial production actually rose to 100.00 in July, equaling the average of 1970, which provides the base for the index from 99.5 in June and May. But this is partly accounted for by the apparent end to destocking in the chemical industry and fresh purchases of some chemical feedstocks.

It is, therefore, something which is unlikely to be repeated. At the same time a recovery in the engineering sector largely reflects the fact that motor car production in previous months was still suffering from the effects of strike action.

Similarly, higher textile output seems to have resulted from the bringing forward of orders by distributors. The real underlying trend of output is revealed more clearly when the three months May-July are compared with the same period of the previous three months. When compared with the level of production at the peak of the last business peaking, in the third quarter of 1973, the drop is shown to be more than 10 per cent. This is a result of the decline in output in recent months may be 1 per cent greater than it appears when compared with the earlier months this year.

This depressing picture is in stark contrast to the situation in the United States, where a

INDUSTRIAL OUTPUT

The following are the index numbers of industrial production in July, seasonally adjusted, released by the Central Statistical Office yesterday (1970=100).

	All industries	Manufacturing
1973 Q1	109.9	109.9
Q2	109.6	110.0
Q3	110.7	111.5
Q4	109.5	110.5
1974 Q1	104.0	108.3
Q2	107.9	108.6
Q3	108.2	108.6
Q4	105.3	108.1
1975 Q1	104.4	105.7
Q2	100.1	100.2
1974 July	109.0	110.5
August	108.9	110.8
September	107.8	108.5
October	106.2	106.6
November	105.8	106.9
December	103.6	104.9
1975 January	105.1	107.2
February	105.5	106.6
March	103.2	103.3
April	101.6	101.7
May	99.5	99.5
June	99.5	99.6
July	100.0	100.3

13 per cent rise industrial output in August was the largest single monthly increase since October, 1972. In several other leading industrial countries, the rate of decline in output has been slowing down.

In France, Italy and West Germany the drop in the second quarter was between 1.9 and 2.9 per cent, compared with the first quarter, whereas for Britain the drop was more than 4 per cent. Japan actually had a recovery of 2.5 per cent between the two quarters. This reverses the situation at the beginning of the year, when output in Britain was falling rather more slowly than elsewhere.

Among Britain's industrial sectors the fall in the output of metal manufacturers is particularly marked, largely reflecting the depressed level of demand for steel. Between February-April and May-June, the drop was 20.4 per cent.

NEDO chief calls for 5-year industrial plan

By Malcolm Brown

Sir Ronald McIntosh, Director-General of the National Economic Development Office, called yesterday for the drawing up of a five-year industrial programme insulated as far as possible from party politics.

Sir Ronald, who was addressing the Association of Economic Representatives in London, said a programme should aim to improve substantially the country's industrial performance by 80 per cent.

"Such a programme could, in my view, provide the sense of purpose we need to carry through the difficult months recession which lie ahead," Sir Ronald, whose office has been studying the work of the Government for such a plan, said there was a need for clear objectives to which everybody could work and to which government policies were directed.

He said the plan should be a collective effort to engender the necessary confidence and vision.

jointly a new "strategy" document to next month's NEDO council meeting.

"There must be open discussion of the measures needed to achieve these objectives, the maximum possible agreement on them and an assurance of greater continuity in the policies affecting industry," said Sir Ronald.

"And there should be systematic arrangements for coordinating the work of the relevant institutions and for monitoring their effectiveness."

There was, he added, a growing number of people who were "fed up with our prolonged industrial difficulties" and anxious to put them right.

But it is in the middle of a recession for individual management and union leaders to make the case for new investment and higher productivity.

It needs a collective effort to engender the necessary confidence and vision.

Pound at lowest level against dollar

In common with other European currencies, sterling yesterday fell quite sharply against the dollar on the foreign exchanges. The pound fell to its lowest level against the United States currency, reaching \$2.0875.

However, it recovered partially, to close at \$2.0910, down a net 14 cents on the day and at its lowest closing level against the dollar. Against the other European currencies, the pound had a mixed session. Its "floating devaluation" since December, 1971, worsened to 27.6 per cent compared with 27.4 per cent the previous day.

Dealers attributed the dollar's increasing strength to the higher American interest rates and the signs of an American economic recovery.

On the bullion markets the gold price fell to its lowest level for almost a year, dropping 61.25 an ounce, to close in London at \$147.124.

Land-Rover lay offs likely today

British Leyland is likely to announce today lay-offs from its Land-Rover plant at Solihull, which has run out of chassis units because of a strike by welders at a Birmingham plant. The strikers are not due to meet again until tomorrow.

At the Austin-Morris car plant at Cowley, the management still has to resolve a dispute with 4,000 workers in the body pressing departments, who have been told that they cannot have an interim pay deal.

These workers got their last pay increases in February and claim to have warned the company that they would be back for more money if the cost of living rose sharply. The company claims that in the February agreement there was a specific clause ruling out any further claims for 12 months.

At British Leyland's five bus and truck factories in Lancashire, union representatives are about to seek the guidance of a special TUC vetting committee, having been told that a pay deal due to be implemented this week has been ruled not to comply with the new pay code.

The 9,000 bus and truck workers were due to get pay increases averaging 5.50 a week plus a £52 a head lump sum payment as compensation for changes in the pay structure. The Department of Employment has said that this does not comply with the White Paper on pay strategy.

Vauxhall launch a cut-price version of Viva

By Clifford Webb

Vauxhall yesterday announced a new version of its long running Viva. This has been rushed out to counter the Popular, an economy version of the Ford Escort, which was launched three months ago and met with immediate success.

The 1100cc Popular Plus, the best selling version, and 1200cc Viva E both sell for exactly £1,399.

Vauxhall insists that the Viva E is not a stripped down two-door coupé. A spokesman said last night: "This is a comprehensive new car. We have reduced the price by £134 compared with the previous version Viva by putting it into limited production and persuading dealers to take a reduced profit margin along with the factory."

Scott Lithgow in offshore oil structures deal

Scottish shipbuilders, Scott Lithgow, are to develop a gravity based oil production structures for the North Sea in partnership with Compagnie Francaise d'Exploitation Metallique (CFEM) of France.

Two joint companies will design and market the Seal design of structure for which CFEM are world licensees. A Scott Lithgow spokesman said thousands of jobs in the yards could be saved by orders resulting from this agreement after the collapse of the international tanker market.

£9m payment to tanker owners

Tokyo, Sept. 16.—A group of 10 foreign shipowners signed an agreement with Tankers Kaim Company to accept a total payment of £9 million (about \$29m) for cancellation of their tanker charter contracts.

The cancellation agreement follows recent talks between the 10 shipowners from Greece, Norway and the United States and the temporary Terukumi receivers appointed by a local court. The cancellation, caused by poor business in the tanker market, involves 12 tankers.

Top-level moves under way to heal boardroom split at Rank

By Our Financial Staff

Urgent efforts involving powerful City and legal personalities were underway yesterday to resolve the serious boardroom dispute at The Rank Organisation.

As Mr. Graham Dowson, Rank's 52-year-old chief executive, apparently prepared to try and resolve the dispute by resigning from the board, the company for the first time officially admitted that there was "a problem".

Faced with reports and speculation about his corporate position and his private life since his acrimonious dispute with Mr. Dowson became public last week, Sir John Davis, 68-year-old chairman of the group, said he intended to "honour his position" and make no comment until lawyers have resolved the problem.

Mr. Dowson, who recently returned from honeymoon, has now extended his leave from the office until later this week. Rank Organisation's solicitors are the City firm of Richards, Butler & Co., of which Mr. E. L. Simpson, also a member of the Rank Foundation, is a partner.

Whether this means, given that Lord O'Brien when Governor of the Bank initiated a move to get institutional shareholders more involved in the company in which they invest, that City

figure who had become involved in trying to a formula for resolving the situation at Rank.

The burden of Mr. Dowson's complaint is that he has not been given proper executive responsibility since taking over chief executive last year after Sir John relinquished the job. But in the City, it is felt that the present dispute between the two men has served to crystallise a potentially serious top management situation at Rank.

Despite substantial efforts to diversify, the company still relies heavily on earnings from its Rank Xerox copying machine business owned jointly with the American Xerox Corporation.

Investors, including Rank's institutional shareholders such as the Prudential Assurance with nearly 2 per cent of the voting shares, are thus watching the present situation closely.

Lord O'Brien, a former Governor of the Bank of England who is now a Rank director and a director of Prudential, has apparently taken urgent steps to acquire himself with details of the present situation at Rank. Whether this means, given that Lord O'Brien when Governor of the Bank initiated a move to get institutional shareholders more involved in the company in which they invest, that City

pressure will be brought to bear on Rank to make fundamental management changes remains to be seen.

There were suggestions yesterday that a big boardroom shake-up, involving the appointment of senior executive directors, the departure of Mr. Dowson and some diminution in the power of Sir John could be the outcome of the crisis.

But the position is complicated by ultimate control lying with the Rank trusts. Sir John is one of the Foundation members. However, another member, Mr. Joseph Rank, chairman of Rank's Xerox subsidiary, a vice president and flour miller, says that if faced with the dilemma of dealing with a matter which could endanger the Rank Organisation or its profits, the trustees might have to vote on the matter.

One reason why this issue may be forced on the trustees is that the City and the Government have made it clear that they dislike non-voting shares. And some 45 per cent of the Rank non-voting capital is held by Americans, many increasingly disenchanted with their investment and presumably ready to help force changes at Rank.

Behind the row, page 2

Japanese emphasis on growth acceleration

From Peter Hazell

Tokyo, Sept. 16

With Japanese inflation under control, Mr. Takeo Miki, the Prime Minister, today revoked the government's tight money policy, and announced a series of measures which are expected to push up the country's estimated current growth rate of 1 per cent to 5 per cent during the second half of the fiscal year.

But in a warning to otherwise slightly exuberant businessmen, the country could not expect to return to the high growth rate of more than 10 per cent enjoyed before the oil crisis.

Outlining the measures, which are designed to ease the business slump and create a market demand of £428.5m during the second half of the fiscal year, Mr. Miki told the Diet that in the past the government had given priority to curbing price rises accelerated by the oil crisis.

Defending the policy of restraining spending, Mr. Miki said inflation had been brought under control, and "the goal of holding consumer price increases to within 10 per cent will be achieved before the end of the fiscal year."

Private investment and fixed business investment, however, remained stagnant, and, with exports in a slump, business capacity utilization was still at a low level.

Reviewing the repercussions of the tight money policy on unemployment and business

profitability, Mr. Miki said: "In view of this situation, I believe that quite drastic policy measures are now called for in order to stimulate the economic activity."

"Fortunately, with a favourable price performance, the conditions have now been met to implement such policy measures. Accordingly, the government is now resolved to put forth a fourth package of positive policy measures that surpass in scale the last three rounds of economy stimulation measures, and necessary preparations are under way."

He said measures would be taken to provide substantial additions to the budget and to fiscal investment and loans (within the public sector). The total programme, including £715m which would be used as financing help for small businesses, would amount to £285.7m.

Mr. Miki said additional financing to make up a deficit of £428.5m in the budget would be met through the issue of government bonds.

He said the government was convinced the economy was about to shift the economy on to a new and sustained path towards stable growth and "anchor it there". Mr. Miki gave a warning to business that the government would attempt to build up the high growth rate enjoyed in the early 1970s.

"I wish to stress that the forthcoming measures for economic stimulation are not geared to recreating the old dream once more,"

Dutch switch reflation plan to jobless

From Sue Masterman

The Hague, Sept. 16

The Dutch Government has announced plans to continue the reflation of the economy, started earlier this summer. The measures proposed are direct government subsidies for part of the employer's share of social security premiums, and the financing of projects to stimulate the construction industry where unemployment is highest.

A rise in the general level of VAT from 16 to 18 per cent has been postponed for six months, a move which the government hopes will stimulate flagging home consumption which, however, is only predicted to rise by 1.6 per cent next year. The new reflationary measures will cost the government a further £13,000m (about £533m).

Direct reflationary measures introduced in 1975 have been continued, although wage and income tax has been raised for all but the lowest paid income groups. There are many smaller tax cuts which will help the self-employed, the pensioners and invalids.

The central planning office states that the Netherlands's six most important trading partners including Britain, cut back their Dutch imports by almost 10 per cent in the last six months.

This has helped to push unemployment in the Netherlands up to almost 5 per cent, and the tone of government policy for the coming year is directed towards fighting unemployment and helping the unemployed.

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Fed target for money supply stays unchanged

From Frank Vogl

Washington, Sept. 16

At the Federal Reserve system's open market committee's regular monthly meeting today it is understood that no change was made in the annual money supply growth target range of between 5 per cent and 7.5 per cent.

Sources close to the Fed said that it is highly improbable that the committee decided on any further tightening of policy.

It is thought that the committee probably agreed on some additional injection of funds to the markets for the coming weeks to hold rates relatively stable, while the treasury and private sector increase their borrowing.

How the markets moved

The Times index: 136.78 + 1.75
The FT index: 326.0 + 4.2

THE POUND

	Bank	Sells
Australia	5	1.70
Canada	5	37.75
Denmark	5	37.75
France	5	37.75
Germany	5	37.75
Italy	5	37.75
Japan	5	37.75
Netherlands	5	37.75
Portugal	5	37.75
Spain	5	37.75
Sweden	5	37.75
Switzerland	5	37.75
US	5	37.75
Yugoslavia	5	37.75

Notes for small denomination bank notes only, as supplied yesterday by Barclays Bank International Ltd. Different rates apply to travellers' cheques and other foreign currency business.

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Grindlays Bank opts for loans to raise £27m

By Christopher Wilkins

Banking Correspondent

Grindlays Bank, which yesterday revealed huge first-half losses of £10.3m, is planning to raise £27m through medium-term loans and has rejected the idea of a rights issue to shareholders.

When added to the proceeds of an issue of 2.4 million new shares to First National City Bank, which will lift Citibank's stake in Grindlays from 40 to 49 per cent, the result will be an injection of well over £30m of new funds into Grindlays.

The terms upon which Citibank will subscribe and upon which the loans will be made are not yet being revealed, but it is expected that Citibank's contribution will be around £7m.

Lord Aldington, Grindlays chairman, said yesterday that the loan, which would be partly in sterling and partly in dollars, will be made available to Grindlays Bank under arrangements being organized by Lloyds Bank.

Lloyds holds 41 per cent of Grindlays Holdings which, after the Citibank subscription, will in turn hold 51 per cent of Grindlays Bank.

Originally the bank had considered the possibility of a rights issue but the scale of the problems, combined with a falling share price, effectively ruled out this possibility.

Publication of Grindlays' interim profits yesterday makes it clear how badly the bank is in need of new funds.

Having reported provisions of £14m last year by Brandt's, its troubled merchant banking subsidiary, Grindlays is now setting aside a further £12m against Brandt's property portfolio. This is rather more than the £10m indicated earlier.

All told, the Brandt's loss before tax emerges as £13.7m, which, coming on top of a £10m profit by the rest of Grindlays, has meant a group trading loss of £3.6m.

Last year the bank made a first-half pre-tax profit of £5.98m, although after the Brandt's losses had been unveiled there was a full year loss of £6.64m.

Lord Aldington attributed the necessity for further provisions to "considerable further deterioration" in that part of the property market with which most of Brandt's loans were concerned.

He said: "No one can claim to be able to anticipate exactly the future trend in the property market."

Financial Editor, page 21

Conoco in fresh N Sea discovery

By Roger Viole

An exploration group in which the National Coal Board has a one third interest, has found a new natural gas and oil condensate field in the North Sea. The find, about 125 miles north east of Aberdeen and 23 miles north of British Petroleum's Forties Field produced 19.55 million cu feet of gas and 3,065 barrels of condensate.

The discovery, announced yesterday, will run parallel to the final months of work by the Plowden Committee of Inquiry into the structure of the industry, which is due to report by the end of the year.

As several of the 12 Acts covering the day-to-day operation of the industry date back to the 1880s and 1890s, the Department of Energy has decided to revamp this legislation to take account of modern conditions.

Everything that the area electricity boards and the Central Electricity Generating Board do, from cutting off supplies to defaulting customers to applying for planning permission for new nuclear power stations, is governed by the Acts.

Much of the legislation still holds good despite its age, and this will be included in the consolidated Bill.

New study of laws on electricity

By Our Energy Correspondent

Twelve Acts of Parliament governing the activities of the electricity supply industry in England and Wales are to be reviewed in yet another move, announced yesterday, which could culminate in the complete reorganization of the industry.

The review, an official committee appointed by the Department of Energy, will run parallel to the final months of work by the Plowden Committee of Inquiry into the structure of the industry, which is due to report by the end of the year.

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Gallenkamp

PRELIMINARY STATEMENT

FOR THE YEAR ENDED JUNE 30th 1975

	1974/75	1973/74
RESULTS	£	£
Group sales to customers	19,912,000	15,393,000
Group profit before tax	2,490,000	1,531,000
Tax	1,314,000	825,000
Group profit after tax	1,176,000	706,000
Earnings per share	17.8p	10.6p

SALES

The two principal market divisions of the Gallenkamp group, Gallenkamp—"Industry and Research" and Griffin—"Education", contributed an approximately equal proportion of the total turnover and profit.

Group exports of £6,846,817 represent 34% of total net sales to customers.

DIVIDEND

The final dividend proposed is 2.357p per ordinary share which, with tax, amounts to a total of £238,327, 14.5% (last year £218,170, 13.3%). This, together with the interim payment will represent total dividend for the year of 4.138p per share which, with tax, amounts to £418,414, 25.5% on the issued ordinary share capital (last year £380,445, 23.2%) and is the maximum distribution permitted by current government constraint.

SHARE REGISTER

The transfer books of the Ordinary Share Register will be closed on 13th October 1975 for one day only and, subject to approval of dividend, warrants will be posted on 14th November 1975.

ANNUAL GENERAL MEETING

The Annual General Meeting will be held on 31st November 1975 at 11.30 a.m. in Hall 15, Winchester House, 100 Old Broad Street, London, EC2N 1BE.

A. Gallenkamp & Company Ltd

Scientific instruments—laboratory apparatus

It's super being
married to a
millionaire.

Don Zolli
World's most exquisite
cream

High speed typewriter launched by Xerox

By Kenneth Owen, Technology Correspondent

Xerox yesterday announced its entry into the "word processing" market with an electronic typewriter which, at 350 words a minute, is claimed to be twice as fast as competitive machines.

Developed by Xerox in the United States, the new machine uses computer technology to give automatic typewriting which—in its range of features as well as its speed—is claimed to be the most advanced on the market.

This move by Xerox is comparable to the entry of International Business Machines into the copier market in April 1970. On that occasion IBM was sued by Xerox for infringement of patents, a case has not yet been resolved.

machine, known as the Xerox 800, is a developed version of a prime wheel which was used originally in a computer peripheral printer produced by the Diabolo Corporation in the United States. This company was acquired by Xerox in 1972.

According to Xerox-Xerox estimates, the United Kingdom word-processing market is worth about £12m to £14m, and is growing at 20 to 25 per cent a year.

IBM last night also announced two new word-processing products. One is a magnetic card typewriter, the other a dictating system.

The Xerox 800 uses either magnetic cards or tape cassettes.

Political mismanagement blamed for problems of food industry

By Hugh Clayton

Mr Robert Wadsworth, vice-chairman of the Food and Drink Industries Council, claimed yesterday that the food processing industry was steadily "going broke" because of political mismanagement by the Government.

Attacking government proposals for further price restraint in a speech to the International Food Industry's Conference in London, Mr Wadsworth, Cadbury Schweppes director responsible for company development, said the responsibilities of Mrs Williams, Secretary for Prices and Consumer Protection, included the restraint of prices for political ends.

Attack on 'doublethinking' over Land Bill

By Malcolm Brown

The Government was urged yesterday to drop its Community Land Bill. Mr Bob Willan, president of the House Builders' Federation told a meeting of the HBF's council in London that the Government was indulging in "doublethink" over the Bill.

A few days ago the Department of the Environment had issued a circular to local authorities on the need for them to restrain spending. But the Bill, published earlier this year, had stated that local authorities would be expected to spend between £300m and £400m a year acquiring land and that administrative costs would amount to another £50m.

'Uncertainty' over wealth measures hinders economy

By Adrienne Gleeson

Further evidence has been submitted to the Royal Commission on the Distribution of Income and Wealth (the Diamond Commission) by the accountancy bodies.

In this evidence, which follows submissions earlier this year on dividend income, the accountancy bodies discuss the limitations to any "fairer distribution" of incomes; and they go on to make detailed claims that greater emphasis should be placed on income and wealth.

Referring to the implied application of further measures to attain the "fairer distribution" of incomes which the Government wants, the accountancy bodies point out, among other things, that economic development will be hindered by uncertainty about such forthcoming measures.

They also point out that the present economic crisis is particularly inopportune time for any major experiments in tax distribution.

They say there is a limit on the action which the Government can take to promote this object, beyond which "economic development will be impaired, so that eventually there are less resources available."

The detailed submissions on what should be included in incomes and wealth include claims that greater emphasis should be given to disposable incomes.

Opec opens talks on future prices strategy

Members of the Organization of Petroleum Exporting Countries' economic commission declined to comment yesterday after their first meeting in Vienna on oil prices.

Opec experts are expected to draw up recommendations on future pricing strategy to be pursued when the nine-month freeze on crude prices ends on September 30. According to Opec sources the commission is due to stay in session until the weekend and might continue until the start of the full ministerial meeting of Opec next Wednesday.

Tokyo car curbs denial

After suggestions last week that the Japanese car industry had been requested to impose a voluntary curb on exports, the Japanese Ministry of Trade and Industry yesterday denied that such moves had been made. Mr Satoru Store, the British Trade Secretary, arrived in Tokyo yesterday but it was thought doubtful that he would seek export restraints during his week-long talks.

Jensen receivers

Mr John Griffiths, the receiver and manager of Jensen Motors, has given the company's distributors and dealers an assurance that the company's parts and service facilities will continue operating and that warranty claims will be honoured.

£2m BL plant plan

British Leyland Truck and Bus Company is to modernize their Bathgate plant and to extend the plant's tractor assembly line at a total cost of £2m. The investment is being made in the face of falling demand for the Redline range of trucks produced at the plant.

Bank secrecy stays

The Swiss federal council says it has found no compelling reason to seek changes in laws relating to bank secrecy in Switzerland. Earlier Swiss National Bank officials had informally broached the idea of ending numbered accounts.

Textile lay-offs

Hundreds of threadmill workers at J. P. Coats of Paisley, who have been on a short-time four-day week for six months, are to go on a three-day week. About 200 part-time workers are to be laid off for periods of up to five weeks.

Chase Trust deal

Chase Manhattan Bank has agreed to buy \$150m of the Chase Manhattan Mortgage and Realty Trust assets, it was announced in New York yesterday. The assets are largely short-term mortgages where the borrowers need \$30m in additional financing, which Chase bank is to supply.

LETTERS TO THE EDITOR

Report's realism on energy conservation

From Mr Joseph Gibson

Sir, The first report from the Select Committee on Science and Technology: Energy Conservation (House of Commons Paper 437) provides a realistic approach with practical suggestions for tackling our energy problems which will be widely welcomed by fuel technologists.

This Institute has taken every opportunity to point out the need for an energy policy to carry through the programmes of energy conservation, development and allocation of resources, and the related R and D so vital to our future.

The report provides the basis for such a policy, and recommends the setting up of a "task force" with status, powers of control and funds adequate to carry out the tasks defined in the report. We might debate the composition of the task force and advocate more independence, but this

could waste time. There is urgent need for a quick start, to get things done and to mobilise public support.

The practical implementation of measures of fuel efficiency, particularly in industry, depends upon the availability of sufficient trained manpower. May I suggest that universities and polytechnics, which despite acute financial difficulties and which have vacancies, be asked to help.

They will need more government money for it, will suffer inconvenience and may have to improvise. This Institute offers assistance, and will respond fully to other requests to operate towards the speedy implementation of the recommendations contained in the report.

JOSEPH GIBSON, President, Institute of Fuel, Coal Research Est., Cheltenham.

VAT liability on postal services

From Mr J. C. Aspin

Sir, It is surprising that you have published two letters (September 12 and 13) giving support to what appears to be tacit approval of law-breaking, albeit through ignorance.

The question of VAT liability on postal services is clear. I quote: "The exemption covers services when provided by the Post Office (their italics). Exemption does not extend to any similar service. If a taxable person (ie, a trader) provides postage to a customer the charge is taxable" (VAT Notice No 701, three lines below the text taken by the Rev Ilex Pullenayegum).

Your correspondents suggest in their letters that traders have been trying to make an extra profit out of them. When Miss Ryan, on the advice of her "business friend," wrote suppliers saying she never paid VAT on postage and neither did they, she was quite wrong.

Her receiving "so far, no comment" is probably attributable to the fact that the trader had already had the laborious task of breaking down the entry of her invoice in the necessary seven column VAT register. It is obliged to keep, and including it in his statutory VAT return form and would, no doubt, write off the loss incurred by her refusal to pay in order to avoid further expensive and time-wasting correspondence and accounting.

It is difficult to understand how a VAT Office has advised the Revenue to allow a trader to be charged for the use of stamps. There is no "may" about it. The charge must be made, what is more, the regulations also state, "VAT cannot be received on a taxable supply on the ground that the taxable person has not yet received the due payment from his customer, whatever steps he may have taken to recover the debt" (VAT Notice 700, para 37: Pad Debts). The amount involved is so small that doubt whether the trader will go to the trouble of raising the summons this customer says he "will arrive receiving," and the bad debt will be added to the trader's costs incurred in his role of unpaid tax collector.

The disturbing feature of the letters you have published is that they illustrate a belief, obviously held by many customers, that traders gain some kind of benefit from charging Value Added Tax. It ought to be stressed yet again that all tax thus collected has to be handed over to HM Customs and Excise, and that its collection, far from giving the trader any profit, has to be done for nothing and at great inconvenience and with many hours of fruitless accounting for those of us who, unlike the Rev Pullenayegum, heed the injunction to render unto Caesar that which is Caesar's.

J. G. JOFFREY ASPIN, 1 Millers Drive, Little Sutton, Wirral, Cheshire.

Mr J. C. H. Ellis's letter headed "Government initiative on patents" (Business News, September 16) was also signed by Mr R. C. Petersen.

Protest over special TV rates

Controversy continues over the question of special rates being charged for advertisements shown with Dr No, the first of a series of James Bond films to be transmitted next month on ITV.

The situation has been aggravated by an announcement that Trident Television, the advertisement sales organization for the Yorkshire and Tyne Tees ITV contractors, is to follow Thames Television's lead and make a special charge. A large contractor, ATV, has dropped the idea, partly because of its "political implications".

Mr Ray Morgan, chairman of the Media Circle which represents most of the large advertising agencies, says he is far from satisfied by the partial withdrawal. He is making formal protests against the scheme in conjunction with the Incorporated Society of British Advertisers and the Institute of Practitioners in Advertising.

The agencies maintain that an important principle and a possible infringement of the spirit of the Independent Broadcasting Act is at stake. The association of special

Advertising & marketing

advertising rates with named programmes, comes too close to programme sponsorship for comfort, they say.

Young & Rubicam, in its latest media review bulletin, points out that the surcharges could lead to programme schedules being largely determined by the advertisers, a "situation which the Act is designed to prevent".

The television companies are cutting "right across this principle" and are opening up the possibility of an advertiser being able to buy into a programme if he is prepared to pay the price. This seems to us only a short step from permitting sponsorship.

The Independent Broadcasting Authority, which has a statutory duty to see that the Act is observed, is staying silent on the debate. According to a spokesman yesterday, it has

"no responsibility for setting the rates charged by contractors" and therefore it cannot comment on whether or not the surcharges are satisfactory. While stressing that advertisements must be kept strictly separate from programmes, the Act does allow unspecified "special charges". It does, however, charge the authority with determining the detail of the scope and circumstances of these charges.

The Act also provides against discrimination for or against particular advertisers. The programme contractors' argument is that the surcharges are a method of complying with this clause.

Radio station opens

Pennine Radio, the fourteenth independent local radio station in the IBA network, started broadcasting yesterday. The largest backer of the station, which will serve the Bradford area, is the National Union of Dyers, Bleachers & Textile Workers, which holds 14 per cent of the shares.

Patricia Tisdall

U S-Russian grain deal soon

Moscow, Sept 16.—Mr Charles W. Robinson, United States Under-Secretary of State for Economic Affairs, ended five days of talks with Russian officials today and said he is "very optimistic" about the signing of a long-term grain sale agreement in the next few weeks.

Although details were not disclosed, Mr Robinson spoke of a "multi-year agreement" involving a substantial amount of grain. Mr Robinson said Russian officials had accepted the principle of long-term agreements.

Japan plans stockpile of commodities

Tokyo, Sept 16.—Japan's Ministry of International Trade and Industry said today it plans to have a government sponsored corporation stockpile of copper, aluminium, zinc and lead.

The move is designed to promote imports of primary goods in line with the country's economic cooperation with foreign countries. The ministry will seek \$1,000m yen (about \$81.5m) in the fiscal 1976 budget to finance the projected stockpile.

INTERIM STATEMENT

BICC

SUMMARY OF GROUP RESULTS

Half Year to 30th June 1975

(based on unaudited figures)

	June 1975	June 1974	Year 1974
	£m	£m	£m
GROUP SALES	376.000	395.000	782.000
PRE-TAX PROFIT*	17.264	24.305	39.461
AFTER-TAX PROFIT	9.600	12.775	22.673
PROFIT ATTRIBUTABLE TO ORDINARY SHAREHOLDERS	5.917	9.389	16.307
* After finance charges	5.690	5.602	12.720
EARNINGS PER SHARE (Before Extraordinary Items)	5.75p	8.38p	14.68p

Statement by
The Chairman, Mr. William Fraser, C.B.E.

RESULTS

The salient features, with comparisons for the corresponding period in 1974, are as undernoted:

Sales at £376 million are 5% down. The reduction is due to lower copper prices and reduced level of activity offset by the effect of inflation on the cost of production both in the U.K. and Overseas.

Export Sales at £50 million are marginally down but orders received amounted to £129 million compared with £100 million.

Profit Attributable to Ordinary Shareholders after minority interests but before extraordinary items is 28% lower at £5.9m.

The Number of Issued Ordinary Shares has increased by 6.3 million to 119 million due mainly to the conversion of the 6% Convertible Unsecured Loan Stock 1988/93.

INTERIM DIVIDEND

Your Directors have declared an Interim Dividend of 2.25p net per share (1974—2.25p) payable on 2nd January 1976 to Ordinary Shareholders registered in the books of the Company on 14th November 1975. The dividend policy for the year will be determined when the full results for the year are available and will of course be subject to the current statutory legislation.

INFLATION

The Government's programme against inflation came into effect on 1st August and a guide to this has been widely circulated throughout the nation.

As must be expected, these emergency measures contain many injustices and anomalies and I believe that it is imperative that more sophisticated procedures and objectives be worked out without delay through proper consultative machinery between Government, industry and the T.U.C. In the meantime, and despite the shortcomings of the existing programme, I think it is up to each and all to co-operate to the maximum to overcome the problems and see that the measures work pending some more mature and permanent solutions to the difficulties and dangers which are and have been confronting the country for some considerable period of time.

GENERAL

Both in the U.K. and Overseas, with certain minor exceptions and particularly during the second quarter of the year, the general level of incoming orders—with the exception of exports—has fallen substantially and that position still persists at the time of writing this Statement. I cannot foresee any improvement in the situation for the balance of the year and in these circumstances, coupled with the uncertainty in the international trading and economic field, it is impossible to forecast the results for the second half of the year.

BICC Limited 21, Bloomsbury Street, London, WC1B 3QN



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This is Bill-Broking

The latest edition of 'This is Bill-Broking', published by Allen Harvey & Ross Limited, short-term bankers and money market specialists, is packed with information in non-technical language about London's money markets and how corporate fund managers can use them to the best advantage. It also contains an account of the bill-broker's operations and a useful glossary of technical terms.

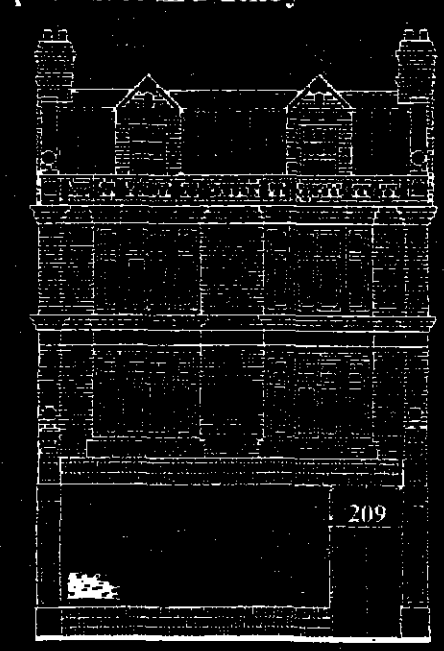
First published in 1966, the new and completely revised 6th edition of 'This is Bill-Broking' contains all the corporate treasurer needs to know about short-term money matters.

Copies are £1.50 each, or by special arrangement, from:

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Louis NEWMARK Limited

The Chairman, Mr. Geoffrey Newmark reports:

- The recession in the textile industry, referred to when half year profits were announced in January last, continued. However, other activities of the Group, including our Swiss subsidiary, progressed satisfactorily and reduced the extent of the fall in profits caused by this recession.
- We have continued to examine closely all our business activities, drastically pruning those considered doubtful, and expanded those deemed to have good prospects. The increase in Group stock values reflects the investment in those latter activities and in forward sold equipment.
- The Board has no reason to be pessimistic as to the present and future prospects of the Group, and banking facilities are such that no liquidity problems are expected.
- I thank all employees in the Group for their contribution to our successful trading in these difficult times.

Salient Figures:

	1975 (£000's)	1974 (£000's)
Turnover	10,809	10,065
Profit	4,768	4,671
Manufacturing	10,809	10,065
Merchandising	4,768	4,671
Profit after Taxation	1,261	1,571
Ordinary Dividend	4,571.5p	4,676.7p

Copies of the full report and its obtained from the Secretary,
80 Gloucester Road, Claydon CR9 3LD

BY THE FINANCIAL EDITOR

Grindlays after the refinancing

Appalling though the interim figures are, the time may now be ripe to buy Grindlays' shares. Admittedly the Brands situation has turned out even worse than expected. The latest £12m of provisions brings the total so far set aside against the property book to more than £20m, around a fifth of its nominal value, and who is to say there is not yet more to come? Overall Brands losses so far amount to £25.6m, with part of the £6.5m extra general provisions also attributable to the merchant bank.

But while much regarding the Citibank share subscription and the £25m loan status remain to be clarified, it is possible now to mount a strong positive case for the future. Grindlays seems likely to subscribe around £10m or so, which would bring the total capital increase to some £34m.

Despite net interim losses of £15.9m, total capital resources would appear to be close to £80m, while deposits are apparently holding steady at around £150m—not, perhaps, the kind of capital strength to satisfy the purists but sufficient in the circumstances. The scale of the Citibank, and to a lesser extent the City, commitments should not be forgotten in this context. Moreover, the rights issue shadow has been lifted from the shares, as I predicted it would be last week.

And although Grindlays still remains saddled with its disastrous self-edged investments—albeit reduced by £7m in the first half—the bulk of the banking operations are forging ahead in fine style. Brands apart, the rest of the bank made £10m in the first half, which compares to £5.98m for the group as a whole in the previous comparable period. The Gulf and the Far East have been performing especially strongly, and profits on Euro-currency lending are also improving.

Whether all this means second-half profitability, Grindlays is not prepared to say. A dividend payment can be ruled out. But the shares, currently 41p, can be expected to take a longer-term view, which means paying more attention to the sound fundamentals of the banking business and the £24m of tax losses remaining from the Brands fiasco.

Interim: 1975 (1974)
Capitalization £13.9m
Pre-tax loss £10.5m (£5.69m)
Dividend gross — (2.52p)
* Profit

Bank of Scotland A good first half

With volume growth of around a fifth last year, Bank of Scotland had a fair amount of momentum behind it as it moved into its 1975/76 accounting period. So, despite a flat trend in lending since the last year (and a doubling of additional provisions against doubtful debts to £1m) the group has produced a considerably more respectable performance than the English clearers. Nor is a marginal improvement in the pre-tax figure the end of the story. For even after allowing for an additional special provision for the pension fund of £1m, group operating profits after all pension fund provisions show a rise from £7.3m to £8.4m.

As far as the general business is concerned, the situation appears to have been one of reasonable growth in local branch deposits allowing the group to run off its more costly

money market deposits. But North West Securities, the group's h-p operation, has had a good half year as the cost of funds has fallen, while there has also been good growth at Bank of Scotland Finance, the merchant banking side of the business. Even so, the prospect of something like maintained earnings and a prospective yield of 5.4 per cent (assuming a maximum dividend increase) still leave the shares at 255p on a more adequate premium to the sector.

Interim: 1975/76 (1974/75)
Capitalization £82.2m
Pre-tax profits £7.42m (£7.32m)
Dividend gross 6.815p (6.194p)

Brokers

Commission rates to rise?

Given the problems in the banking community last autumn, J & A Scrimgeour has emerged from the year to end May in none too bad a shape with operating profits only some 12 per cent lower at £235,000. That, however, was only after trading profitably for the first seven months of the year, reducing the wage bill by £119,000 and holding other costs steady in monetary terms.

The question now, however, is to what extent Scrimgeour can continue to trade profitably given that it has probably gone just about as far as it can go in terms of rationalization and cost-cutting. And what clearly is the group just now is that the Stock Exchange should have chosen a moment of a fresh downturn in market volume to have announced its increase in the general levy on member firms from 0.6 per cent to 0.8 per cent of gross revenue with effect from next January.

Like many other brokers, Scrimgeour feels that if the levy on member firms is to go up, then member firms should be able to pass the additional cost on to the customer. The Stock Exchange committee on commissions is currently receiving evidence from member firms and is expected to deliver a report and recommendations by the end of October. It may be that some firms will press for changes in the system of sharing commission, but the pressure for higher rates looks to be strong.

BICC

Looking beyond the trough

Back in March I said that BICC's shares, then at 109p, had in the yield a prop against any further substantial fall, but that they were unlikely to advance short-term. And here we are, six months on. BICC's shares are standing at 104p, and I am beginning to think in terms of a buy.

Not that there is anything in the group's current trading to justify much optimism. First-half profits were rather below most expectations, with a downturn at home and—despite a good performance in South Africa—abroad. And the chairman's comments on the outlook are dismal in the extreme. With the exception of exports—where an improvement in the order book from £100m to £120m reflects the highly specialized nature of some of the group's products—the level of incoming orders "has fallen substantially", and no improvement is

expected before the turn of the year.

There might be an element of compensation in this for earlier over-optimism; but, although the Balfour Beatty construction business is back on to a better footing after last year's provisions, it is difficult to see the outlook for cables for either capital or consumer and uses improving much short-term. So the second half performance is likely to be worse than that of the first six months, with an outturn of may be £32m pre-tax in all against last year's disappointing £39.5m.

Even if we have to look towards the end of next year, for world economic recovery, however, there is no doubt that BICC, with around half of its sales being made abroad, will be a major beneficiary. And in the meantime the balance sheet is improving, thanks to last year's decline in copper prices which—because the pipeline had been extended by heavy ordering—is only just beginning to show through in terms of borrowings and finance charges.

At the interim stage the latter were £5.69m, as against £7.42m in the second half of last year; but the current six months should see a dramatic improvement. What happens once the copper price starts moving again remains to be seen; but at least the group's management has the sense to appreciate that "rights" money on present terms would be very expensive indeed. Meanwhile, it looks safe enough to go for a maintained dividend, implying a yield of 9.8 per cent. It is not yet time to buy for recovery; but it is time to bear it in mind.

Interim: 1975 (1974)
Capitalization £123m
Sales £376m (£395m)
Pre-tax profits £17.3m (£24.3m)
Dividend gross 3.47p (3.36p)

Stone-Platt

New orders slow down

Having produced a profits forecast only last month in its offer document for Ernest Scragg, Stone-Platt Industries did not produce any surplus yesterday. Shares were in a day unchanged at 71p after an initial jump to 75p.

What the figures did show was an increase in margins, pre-tax profits having increased 49 per cent on turnover up 37 per cent, largely thanks to a general belt-tightening and an increased contribution from the electrical division.

The company now expects full-year profits to rise at least in line with inflation, indicating a curtailment of profits growth. Scragg will be in for the final three months, and S-P sees it as being complementary to its own textile interests and has hopes of introducing new business to Scragg, helping to limit out some of the general belt-tightening and to participate in Xerox.

All the interest was based on the group's share of Xerox. Sir John's defenders in the City claim that the decision to bid for Watney's in early 1972 as a trumpet call to a diversification into the service sector was a belief that Xerox could not go on for ever and ever producing the 25 per cent or so profits

Interim: 1975 (1974)
Capitalization £22.2m
Sales £66.8m (£48.8m)
Pre-tax profits £4.13m (£2.77m)
Dividend gross 2.48p (2.13p)
* Not including consideration for Ernest Scragg.

Margaret Walters explains the background to the present boardroom battle

The real issues behind the row at Rank



Mr Graham Dowson, Rank's chief executive, left, and Sir John Davis, chairman: a conflict over the group's future profile.

Controversy over the future of Mr Graham Dowson, The Rank Organisation's chief executive, is just one symptom, albeit the most dramatic one to date, of the growing dissatisfaction expressed by the group's shareholders with its policies, or rather, those of its chairman Sir John Davis.

To the average member of the public The Rank Organisation brings to mind the Man with the Gong, the famous film symbol, bingo, restaurants and a host of leisure related activities. To the City or Wall Street investor the company means Rank Xerox, the associate that contributed some £55m out of £62m pre-tax profits last year, plus a number of acquisitions, none notably successful.

The present disagreement between Sir John and Mr Dowson, and the developing one between Sir John and his shareholders, is about which of these two profiles the group will present to the investment community in the future.

Intimately bound up with decisions on non-Xerox activities is Sir John's own future—that of the man who was the main inspiration for Rank's last five years of diversification away from Xerox, although, ironically, one who played midwife to the concept in the mid-1950s. Each has been, and much more will be said, about the extraordinary control exercised by the 68-year-old Sir John over group policy. The most significant historical elements in this appear to have been, first, his success, as a young accountant in the late 1940's, in rescuing Mr J. Arthur Rank's film company from what looked like imminent receivership.

While the partnership of the devout Methodist film-maker with the ultimately many times married Sir John looked an unlikely combination, the seal on this commercial relationship was his decision to back an unknown United States company, Haloid, in what was to become the Xerox process in 1958.

One million pounds of venture capital may seem small beer now, particularly when compared with the scale of future forays such as the £350m bid for Watney's, but it was a great deal of money for The Rank Organisation at the time. Sir John then Xerox, and those who acquired a slice of the action, have achieved the sort of spectacular growth patterns enjoyed by a top handful of United States companies.

From the 1960s onwards the Rank Organisation acquired great investment prestige. Between 1965 and 1974 post-tax profits, including Rank Xerox, grew from £7.3m to £32.3m.

At the peak of its share price performance in the early 1970s its earnings commanded a multiple of well over 30, and the strength of heavy buying by American investors who have traditionally been prepared to pay rather more than their United Kingdom counterparts for good growth situations and saw Rank as a "cheap" way to participate in Xerox.

All the interest was based on the group's share of Xerox. Sir John's defenders in the City claim that the decision to bid for Watney's in early 1972 as a trumpet call to a diversification into the service sector was a belief that Xerox could not go on for ever and ever producing the 25 per cent or so profits

THE RANK FOUNDATION

Major Roslyn Cowan, 56 (son-in-law of founder)
Mrs. Shelagh Cowan (daughter of founder)
Sir John Davis
Mr Joseph Rank, 57, chairman of RHM—Rank's Hovis McDougall (nephew of founder)
Mr Frank Kelghley, 75 (also on Rank Org Board)
Mr E. L. Giuseppe, 67
Mr J. D. Hutchinson, 54
Lord Netherthorpe, 67 (former chairman, Fisons)
Mr G. A. Ralnes, 78

growth per annum upon which Rank now depended almost solely for its progress.

But more cynical observers arose from the time that control of Rank Xerox returned to the United States Xerox Corporation under the terms of a rather unusual deal worked out between the two partners in 1970. This entailed loss of voting control in Rank Xerox for The Rank Organisation, gave it some monetary compensation but essentially left the income it received from Rank Xerox unchanged.

At that point Rank Xerox was accounted for The Rank Organisation financial returns as an associate. But it is understood that this seemingly simple event had a significant impact on the policies Sir John began to pursue, or rather, it encouraged him to attempt to build up the rump of the Rank business, until then largely ignored, particularly by his United States investors.

There followed, within 18 months, the ill-fated bid for Watney's. The takeover battle, with Maxwell Joseph's Grand Metropolitan Hotels eventually winning the day (to its greater loss thereafter) was a cause célèbre even by the standards of the merger mad days of 1972.

The American investment community destroyed the deal. Sir John, and incidentally Mr Dowson, then deputy to Sir John's position as chief executive flew over to the United States and received an angry reception from Wall Street investors who hated the idea of diluting the Xerox interest with British beer, or anything else for that matter.

The upshot of the unsavoury debate was that the American investors, who by this time accounted for about 45 per cent of the widely-held voteless "A" shares, started a steady trickle of selling. The effect on stock market sentiment was out of all proportion to the numbers of shares sold, because the high price earnings ratio was kept up only by United States confidence.

The share price sagged by £2 to the equivalent of £9 under the strain and simply could not match Grand Met's terms for the overpriced Watney's without a serious dilution of shareholders' earnings. The bid was dropped, but the ill-will created

lived on. In many ways the attitude of United States investors seems ostrich-like.

Since the row about Mr Dowson's own future has come out into the open, there have been many reservations expressed about the future of Rank Xerox, its capacity to grow through a recessionary situation and the possible saturation of the market.

But the Rank Organisation's policy after Watney's, in which it attempted to diversify without arousing such damaging hostility, has hardly been a success. It took over Oddemino's, the City's most secretive

property company later on in 1972.

It appears that Oddemino's was just about as much a secret to Rank when it bought it as it was to its own shareholders.

By last year, Rank, by acquisition and its own initiative had landed itself with a £10m property development programme. The scale was large even when compared with the programmes of the United Kingdom's leading developing companies and the rental base was minuscule.

There were a host of other smaller ventures over the past half decade that on a smaller

THE RANK ORGANISATION BOARD

Sir John Davis* (chairman)
Mr Graham Dowson* (chief executive)
Mr Russell Evans* (secretary)
Sir Robert Bellinger (resident, National Savings Movement, Former Lord Mayor of London)
Major Roslyn Cowan (chairman, Rank Foundation)
Sir Reay Geddes (chairman, Dunlop)
Sir Arnold France (chairman, Central Board of Finance, Church of England, Former chairman, Board of Inland Revenue)
Mr Cyril Hamilton (former Den Chief Cashier Bank of England and former vice-chairman, Standard and Chartered Banking Group)
Lord Helsby (director of ICFC, Imperial Group, Midland Bank, Former Joint Perm Secretary to Treasury and Head of Home Civil Service)
Mr Frank Kelghley (former director, National Provincial Bank)
Mr Denis Mountain (chairman, Eagle Star, which owns 13 per cent of Rank Org shares)
Lord O'Brien of Louthbury (former Governor, Bank of England, Director Prudential Assurance, which owns 2 per cent of Rank Org shares)
The Hon Angus Ogilvy (director of various companies, Husband of Princess Alexandra, cousin to the Queen)
Mr Frederick Read
Sir Robert Shone (former Dir-Gen, NEDC)
Mr Harry Smith
Sir Richard Trehan (chairman, Milk Marketing Board)
* Executive director.

Anglo-Thai Corporation

Highlights from 1975 Group Accounts

	1975 £'000	1974 £'000
Turnover	74,701	65,421
Profit before taxation	8,651	8,440
Profit attributable to shareholders	4,782	4,534
Dividends	262	241
Profit retained	4,520	4,293
Assets employed	23,415	18,959
Shareholders' funds	21,518	16,872
Ordinary shareholders		
Earnings per share	21.05p	21.40p
Dividends per share	1.26p	1.19p
Dividend cover	16.75	18.15

The following are extracts from the Chairman's statement and Directors' report on the accounts for the year ended 31 March 1975:

The Group profit of £8.6million before taxation and the profit of £4.8million attributable to shareholders are in line with the forecasts made last year. In view of the unsettled conditions which prevailed during part of the period under review, the results for the year can be considered to be more than reasonable.

The ordinary dividends for the year, including the related tax credits, amount to 1.89p per share (1974 1.72p per share) which represents the maximum increase allowed by United Kingdom Government regulations.

During the year the Group purchased for cash C. & E. Baitz Proprietary Limited, a well known liqueur manufacturing company in

Australia. Since the end of the financial year the acquisition of the Grindlays Motor Co. Ltd. has been completed. These acquisitions are in accordance with Group policy of diversification away from our principal areas of operation. The Group is in an extremely strong liquid position and, as such, is well placed to make further acquisitions in line with this policy, and various possibilities are being explored at the present time.

In view of the Group's widespread interests and the varying economies of the countries in which it operates, it is extremely difficult to give any firm indication of future profitability. However, present indications are that there could be a downturn in profits during the early part of the year with some recovery occurring towards the end of the year and continuing into the following year.

Geographical Analysis

The following table shows a broad geographical distribution of Group assets and profits before tax:

	1975 Net Assets	Profit Before Tax %	1974 Net Assets	Profit Before Tax %
United Kingdom	15	6	22	5
South East Asia (excluding Thailand)	29	15	32	17
Thailand	19	19	14	16
Far East	27	58	22	60
Australia	7	2	6	3
Canada	3	—	3	(1)
India	1	—	1	—
	100	100	100	100

Copies of the report and accounts may be obtained from the Secretary
THE ANGLO-THAI CORPORATION LIMITED
Lee House, London Wall, London EC2Y 5AN

Business Diary: No truck with BL • Bottle party

One of the talking points at the Frankfurt Motor Show this week is the absence of any British Leyland commercial vehicle. At the last Frankfurt show two years ago the British group made quite a splash with the Marathon, a new heavy-weight lorry designed specifically for the European market. When it was launched in August, 1973, Ron Ellis, managing director of the truck and bus division boldly announced: "We are aiming at a 20 per cent share of the European truck market." To achieve that we have to get into the big fleets and without a super-heavy to carry the banner and be seen on the roads of Europe we have been badly handicapped.

But the key to selling lorries in Europe is the establishment of a comprehensive sales and servicing network covering Germany's vast autobahn network. Sad to say, British Leyland has still to make the first move.

At Frankfurt the word is that A. Brüggemann GmbH, the Düsseldorf-based company, which handles all British Leyland car franchises in Germany wants nothing to do with commercials. Although British Leyland has a minority interest in Brüggemann, the German directors apparently insist that they have enough on their hands trying to sell cars which have yet to reach the standards of quality acceptable to the Germans without taking on the much more specialised lorry business.

Bert Lawrence, the newly-appointed director of European Operations for British Leyland International, was commendably frank about it all: "We are not showing commercials in

Frankfurt because we do not have a dealer-service network. It is like the attractive buyers and then having to turn them down", he said.

He denied that British Leyland had tried to push Brüggemann into commercials, but added: "Since the new British Leyland company came into being, we have been carrying out a complete reassessment of our European marketing strategy. It may be that when that is complete we shall decide on an approach to commercials which is quite independent of Brüggemann."

Truckmen agree that the German market is the toughest nut to crack in the whole of Europe. But with Mercedes-Benz and other West German manufacturers already operating from established British networks, British Leyland must attack them in their home market to defend its own domestic sales.

Case of wine

Pierre Lardinois's sideswipe at British excise duties on imported table wines—seven times higher than what EEC growers sell the stuff for—was welcomed by Maurice Edelman in London yesterday.

Edelman, Labour MP for Coventry North West and director-general of the Franco-British Council, is just back from Bordeaux and a "colloquy" with France's declining share of British wine imports. The colloquy, arranged by the council but paid for by brewers Bass Charrington, brought representatives of the French and British trades face to face with George Thomson, EEC Commissioner for Regional



From London to Brussels via Bordeaux: Williams, Edelman and Insoll in London yesterday.

Affairs and Sir Alan Neale, Permanent Secretary at the Ministry of Agriculture.

The trade, which doesn't often get this near to top brass, was delighted that Edelman had managed to lay on these big shots, together with a mixed bag of politicians and trade unionists, ranging from Reginald Maudling to Tom Jackson, general secretary of the Union of Post Office Workers.

Thomson delighted the gathering still further by promising to report their gripes to Lardinois, the Commissioner for Agriculture, while Sir Alan promised to look into undue customs delays in British ports.

This, said Dick Insoll, director of the Wine and Spirit Association of Great Britain, was the release of the trade had been able to meet a commissioner face to face—even if,

strictly speaking, it wasn't the right one. Since the trade employs 2.5 million people in Europe, it's about time they met somebody.

The Franco-British Council, a think-tank set up after the 1972 royal state visit to France, has up until now funded these get-togethers with government money. On this occasion, however, Stanley Williams, managing director of Bass Charrington Vintners, stepped in with an offer.

Saudi hearing

Officials of Rolls-Royce will be following with some interest the proceedings of the United States Senate subcommittee on international corporations and trade, the release of the Lockheed papers and their allegation that Adnan Khashoggi and his Triad

consulting group acted as a conduit for "under the table compensation" to Saudi Arabian civil servants. Khashoggi yesterday denied that he had done so.

Last year Lockheed sold five Triad engines to Saudi Arabia, a deal that netted Rolls-Royce £7.5m, since the aircraft are powered by the British company's RB-211 engines. Rolls-Royce confirmed to Business Diary yesterday that it retains Khashoggi on its own account as a commercial adviser.

His job, it was said, is to advise the company on potential new customers and on the customer's ability to pay. Spare engines and components were sometimes sold direct to the customer independently of the aircraft manufacturer, in which case Khashoggi might be paid commission.

British Aircraft Corporation has an even bigger direct stake in Saudi Arabia, although a spokesman was unable to confirm or deny that Khashoggi's Triad Corporation was one of its books. "I can't find any connection between this firm and ourselves", a BAC man said. BAC is in the middle of a five-year contract to train and provide support services for the Saudi Arabian air force.

No one can accuse the European Community's financial institutions of lack of foresight. Besides providing many millions of pounds towards building that troubled new blastfurnace at Llanwern, they have also quietly spent £5,000 to finance a study of "the use of redundant blastfurnaces for recycling of urban refuse."

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Shares forge ahead but news from steel strike talks causes late selling

The equity market was in good spirits again yesterday, although gains in the leading shares came back sharply in late dealings on reports of a setback in the steel negotiations. Earlier, most sectors advanced steadily, in spite of the uncertainty in the gilt-edged market and the setback in the pound against the US dollar.

Some good buying orders came in for industrial shares. Private clients wanted stock, and the unit trusts showed interest. But, as so often in recent weeks, shortage of stock in the market played a significant role in pushing prices ahead.

The late news from the steel strike talks brought a fair amount of nervous selling. The FT index, having touched 329 at best, slipped back to 326 at the close, a net 4.2 up.

Settlement Day considerations

held the market back at first. But such technicalities were soon forgotten when share prices started to move ahead.

After a firm start gilt-edged prices began to sag in the face of depressing news and rumour. Initially, the market enjoyed a follow through from the previous day's firmer trading. Short-dated stocks displayed gains of 3-16 point at one stage while long-dated stocks rose an 1 point.

However, rumours of a total breakdown in the steel talks, together with a fall in sterling against the dollar and the clearly displayed intention of the US monetary authorities to tighten up on domestic money supply growth, reversed the initial trend in London bonds.

"Longs" eventually closed with a net 1 point loss—or 1 point down from the day's best—and "shorts" ended either without net change or, in places, a 1-16 point down on the day.

The progress of equities continued to mystify even the market professionals. After a firm opening had proved a little too strong for the buyers, shares slackened. But within half an hour buyers were appearing on most industrial sectors—and even on the consumer pitches,

where confirmation of falling retail sales were simply brushed aside.

Turnover remained thinish—recorded bargains totalled 5,101—but the quality of the buying seemed good. Some sources claimed that the private client was pushing the market ahead, but others were sure that the institutions, particularly the unit trusts, were

unwilling to see prices move too far ahead of them.

The late setback was concentrated upon the market leaders, whose shares came back fairly sharply. Thus, ICI, having forged up to 278p at best, dipped quickly to 274p, to close at 275p, a net rise of 4p on the day. Once again, ICI topped the list of active stock. Unilever, also relatively busy, closed a net

8p up at 385p. Courtaulds were 8p up at 322p, on good news about a new contract with Fisons (380p) and Glaxo Holdings (383p) closed unchanged after shedding early gains of a few pence each.

Shares in BICC did well at first, climbing to 107p ahead of the interim statement. But the profit and sales figures were a disappointment to the stock market, and the shares ended unchanged at 104p. Also on the engineering pitch, GKN (217p) and Vickers (104p) attracted buyers ahead of trading statement due this week.

Shares in Nairn & Williamson eased to 94p but quickly rallied to 98p on bid terms from Low & Bonar. With Low at 153p, this puts Nairn in a line with the terms.

Rank Organisation had a nervous day as the City eagerly awaited a decision on the boardroom. At 135p (after 140p), the "A" shares were finally 1p off. BMT (185p) responded with a 5p rise to the news of plans to expand the United States side.

Ladbroke Group jumped to 12p when the warrant holders failed to move against the right issue proposal at the annual general meeting. Ladbroke warrants saw business yesterday. Elsewhere on the consumer side,

Tate & Lyle touched 238p before closing at 232p, on good news about a new contract with W. H. Smith soared to 375p, with in-

vestors believing that the whole-sale newspaper interests will survive the worst of the retail slump.

Speculators returned to Furness Withy, lifting the shares to 229p (after 222p) on hopes that Euro Canadian Hedges will, despite denial, make an all-out bid one day.

Selective buying of building and construction shares favoured Taylor Woodrow (289p), RMC (75p) and Tunnel (143p).

Equity turnover on Monday was worth £38.8m (10,673 bargains). Active stocks yesterday, according to Exchange Telegraph, were ICI, Unilever, Shell, Ladbroke warrants, Barclays, Bk Consolidated Goldfields, Thorn ord, Marks & Spencer, Boots and Allied Breweries.

Both H Samuel and Jas Walker trading well

In spite of the recession, sales of jewelry, watches, gold and silverware are still good. Both H. Samuel and James Walker, have enjoyed record trading, although both are coping with margin restraint and higher VAT.

Profits of H. Samuel for the six months to July 31 are up 27 per cent to £2.1m and both gross and net margins were well within average levels—gross of the £275,000 provision brought forward from last year has been taken into credit. The board hopes that the full year

will again provide satisfactory figures. The shares gained 1p to 107p.

James Walker has pushed its profits for the year to April 30 up from £2.28m to a record £2.76m, as turnover rose from £9.6m to £13.3m. First-half growth was 31 per cent, but the crucial second-half—which includes Christmas—was hit by margin controls. Growth for this period slowed to 14 per cent with profits reaching £1.7m. The dividend goes up from 2.40p to 2.66p. Earnings a share are 8.25p, against 6.54p.

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Gallenkamp quickens pace in second half

The shares of A. Gallenkamp, scientific instrument maker, rose 10p to 113p on news that the group had turned in record pre-tax profits up from £1.53m to £2.49m in the year to June 30. This 60 per cent increase was better than the board indicated.

When they announced interim results in March, the directors said they doubted whether the second half would match the first half pre-tax profit rise of 41 per cent. They explained that costs continued to rise, as

the home market dwindled, and price competition stiffened overseas.

In fact exports contributed over 34 per cent of total sales and pre-tax profits during the period added another £1.46m. Turnover in the full year rose from £15.4m to £19.9m, with the second half contributing £10.6m.

The board notes that the new principal marketing director, Gallenkamp, and Griffin Education—each contributed equal amounts to turnover and profit.

to £302,000. Board confident of further progress. Interim payment raised from 1.85p gross to 2.09p.

WHEATSEAF DISTRIBUTION

Wheatseaf Distribution has acquired 75 per cent of the capital of Establishments Pidon SA for about £265,000 in Pidon SA, a company operating a wholesale cash-and-carry and delivered-trade in food and grocery products, and a wine and bottling plant.

MIDLAND UNIT TRUSTS

Midland Bank is increasing its commitment to unit trust management. It is changing the name of its Trust Managers to Midland Bank Group Unit Trust Managers. The Midland Drayton Trust will be selling units through the bank's branches.

RAINE ENGINEERING

Conditional agreement reached for purchase of P. Raine, a Sheffield-based house builder, for £255,000 cash.

STONE-PLATT-SRAGG

Offer by Stone-Platt for Ernest Sragg & Sons has been accepted by £1.1 per cent of equity.

Briefly

NEW WITWATERSRAND

Earnings a share performance by New Witwatersrand Gold Exploration will probably drop during the current year because of the probable absence of major non-recurring profits, the chairman, Mr A. M. D. Gnodde, says in the annual report. However, dividend should be maintained at 20 cents a share, he adds.

ITC GROUP

On turnover up from £9.37m to £12.54m, pre-tax profits rose from £265,000 to £406,000 in half-year to April 30. Board believes company will continue to do better than average. Interim payment raised from 2.75p gross to 3.04p.

CROYDEX

For half-year to June 30, turnover rose from £1.98m to £2.5m and pre-tax profits from £240,000

INTERIM STATEMENT



FRICITION MATERIALS • INDUSTRIAL TEXTILES • GLASS FIBRE PRODUCTS

Interim Report 1975

Results for Six Months

Turnover for the half year ended 30th June 1975 was 23% higher than that for the same period of 1974, and Group profit before tax was increased by 12%. As compared with the second half of last year, however, turnover rose by only 8% but profit before tax showed an increase of 63%. This dramatic rise in profit in the first half of 1975 as compared with the immediately preceding six months period strongly confirms the view expressed in the last Chairman's Statement that the Group has adapted itself well to present conditions. Our liquidity position has also improved, with reduced borrowings—the increased interest charge is due to higher rates.

The world-wide recession in the automotive industry still continues and turnover in this field remains below our capacity. Profitability, however, has been restored to a level similar to that attained in the early part of 1974. At the same time, progress has continued on the Industrial side, which has again contributed more than half the total profit. Overseas operations account for 64% of overall profits.

Interim Dividend

Annual dividend increases are at present subject to a statutory limit of 100%. Accordingly, an interim dividend of 0.86625p, net per share, (0.7875p, net per share last year) has been declared in respect of the year ending 31st December 1975, payable on 6th January 1976 to all ordinary shareholders registered on 2nd December 1975.

Prospects

Although economic conditions remain difficult, we see no reason to expect any deterioration in our own overall position in the immediate future. A continuing strike affecting most of the asbestos mines in the Theftford area of Quebec must cause some concern, but in the present supply situation it should not have any significant effect on the operation of the Group during the remainder of 1975. We believe that profits in the second half of the year will not be materially different from those of the first half.

Michael Pearson, Chairman

September, 1975

Comparative Half-Yearly Results				
	1975	1974	1974	1974
	£'000's	£'000's	£'000's	£'000's
Sales	26,176	21,137	25,747	25,747
UK	17,808	13,797	17,459	17,459
Overseas	8,368	7,340	8,288	8,288
Exports from U.K.	5,038	3,747	4,362	4,362
Net Balance from Trading	4,833	4,020	3,614	3,614
Less:				
Depreciation	1,376	1,191	1,318	1,318
Bank Loan and Interest	782	669	707	707
Debit Interest	100	100	100	100
Operating Profit	2,585	2,230	1,487	1,487
Share of Profit of Associated Company	248	192	186	186
Profit before Tax	2,833	2,422	1,673	1,673
UK	877	428	617	617
Overseas	1,956	1,994	1,056	1,056
Less Taxation				
UK	507	428	615	615
Overseas	876	797	446	446
	1,383	1,225	1,061	1,061
Net Profit after Tax	1,450	1,200	612	612
Minority Interests	83	86	35	35
Profit Attributable to BBA Group Ltd.	1,533	1,286	647	647
Dividend				
Rate	0.86625p	0.7875p	1.6383p	1.6383p
Cost	£292,275	£265,703	£552,070	£552,070
Earnings per Ordinary Share	3.69p	3.25p	1.38p	1.38p

Stone-Platt Industries

Leading manufacturers of textile machinery, marine engineering products, pumps for the power, petrochemical and water industries, and electrical products.

Interim report

	First Half	Year
	1975	1974
	£m.	£m.
Net sales	66.8	48.8
Profit before interest and taxation	5.2	3.6
Profit before taxation	4.1	2.8
Ordinary stockholders' earnings	2.4	1.6
Earnings per share	7.4p	4.9p
	4.9p	16.1p

*Both half years are directly comparable, as first half 1974 figures have been adjusted for the change in U.S.A. stock valuation basis which was explained in the 1974 Annual Report.

Compared with first half 1974 when UK operations were adversely affected by the three day week:

- Sales and pre-tax profit rose 37% and 49% respectively.
- Earnings per share increased by 51%.
- Exports from UK advanced by 38% to £25.7M.
- Unexecuted order book at 30th June was £166M and liquidity remained satisfactory.
- 79% of the Company's Sales were to customers outside the UK.

In the absence of unforeseen circumstances, pre-tax profit for the full year 1975 is expected to show significant improvement over 1974.

25 St. James's Street, London SW1A 1HH

Maybrook Properties Limited

199 Piccadilly, London W1V 6JJ

Year to 25th March	1973	1974	1975
Gross Revenue	£'000	£'000	£'000
Net Profit attributable to shareholders	796	824	708
Net Assets	251	257	376*
Dividend per share	4.548	4.862	4.436
Dividend per share	2.205p	2.216p	2.216p
Net Assets per share	110p	118p	108p

*Including transfer from Capital Reserve of a realised Capital Surplus of £162,000.

Projects completed during the year were in the U.K. £2.9m, and Belgium £3.73m. One project is under construction in Manchester costing £2.5m, and one in Brussels, Belgium £3.07m.

High interest charges on development sites, lower dealing profits and the writing down of the values of certain sites have affected the year's results. Lettings and sales here and in Belgium now being negotiated should lead to better results in the current year.

The above points are from the Statement of the Chairman, Mr. Luke E. Manoussos, B.Sc., F.R.I.C.S.

Wadham Stringer going strong

With pre-tax profits for the six months to June 30 recovering from £903,000 to a record £1,058, Wadham Stringer, the cars to computer bureau group, is confident of a successful year.

Turnover expanded from £28.4m to £37m, but dividend is 0.8p gross again.

Mr F. C. Stringer, the chairman, says that the result is satisfactory in view of the general economic conditions. All divisions were busy and better used car sales offset a fall in new vehicle sales of around 12 per cent.

The marine business has large export orders while the ambulance factory is taking on extra staff to cope with an outstanding order book of a record £1.25m.

Thomas Jourdan slips into the red

No interim dividend is declared as investment holding group, Thomas Jourdan. A pre-tax profit of £145,000 turned into a loss of £59,000 in the first half year to June 30. Chairman, Mr Archie McNair, blames a lack of orders in the group's West Midlands subsidiary. The results show that subsidiaries lost £81,000 against a profit of £123,000. Turnover rose from £1.2m to £1.4m. The chairman adds that the results for the second half should improve.

Barton steady

After a record first half year to June 30 (pre-tax profits climbed to £1.44m from £1.38m), engineer and tubing manufacturer Barton & Sons do not foresee the total for the year equalling last year's peak £3.01m. However, Mr Charles Roper, chairman, repeats his forecast of May that 1975 results would be "satisfactory".

Turnover in the first half rose to £15.61m from £12.65m. Interim dividend is maintained at the net level but rises to 1.54p from 1.49p gross.

James Wilke plummets

A slump is reported by James Wilke, the maker of business forms and equipment. Pre-tax profits fell from £202,000 to £29,000 in the first half year to June 30. Turnover rose from £3m to £3.4m, extraordinary items accounted for £28,000 (nil the year before), and a loss was reported in an associate company of £5,000 against a profit of £9,000 the previous year. But the interim dividend stays at 1.38p.

Barclays form trust

Aimed at the international investor, Barclays Unicorn International (Channel Islands), with the overseas mutual fund arm of Barclays, has launched a new unit medium, Unicorntrust. The trust is domiciled in the United States and the shares are in

More share prices

The following have been added to The London and Regional Share Price List and are now published daily in Business News:

Commercial and Industrial: Fertleman B. & Sons.

Financial Trusts: Alroyd & Smithers.

Mat Clark dives: outlook better

In February, Matthew Clark, the shipper of wines and spirits and maker of British wine, forecast that pre-tax profits for the year to April 30 would fall 46 per cent to £500,000. The group has in fact done better than this. Pre-tax profit slumped by 55 per cent to £759,000, on turnover down from £21m to £17m. A final payment of 4.5p against 4.06p brings the year's total to 6.51p compared with 6.91p. But the company says that sales and profitability of major products have improved in the current year.

British Mohair slide

In spite of export level being maintained at 40 per cent of turnover, a fall in home demand for the products of British Mohair Spinners has dragged pre-tax profits down from £275,000 to £172,000 in the half year to June 30, 1975. Turnover is £6.22m against £6.88m. Mr T. W. Hibbet, chairman, says that the results reflect tough times in the textile industry. The dividend drops from 1.75p to 1.0p.

Biddle in upturn

On turnover up from £3.5m to £4.6m, Biddle Holdings, a manufacturer of heating and air conditioning equipment and lifts, has hoisted pre-tax profits from £221,000 to £368,000 in the first half-year to June 30. But chairman Mr F. D. Biddle said profits will be lower in the second half.

J. B. Eastwood

The auditors of J. B. Eastwood note that no depreciation is provided in the latest accounts on freehold and leasehold properties and on some equipment. The aggregate book value of buildings and equipment, including poultry houses, amounted to £19m at March 31.

Chas Clifford setback

A sharp fall in pre-tax profit from £263,000 to £82,000 in the first half year to June 30 is reported by Charles Clifford Industries. Turnover declined from £4.5m to £4.2m and the directors say that second half results will be comparable. The first half profits are stated after exceptional items which include a surplus on a property sale, the cost of transfer of production, a payment to Mr P. D. Rowe on his

Business appointments

New chief for Midland Bank Unit Trust Managers

Mr M. G. Wilcox, a director and chief manager of the Midland Bank, has been elected chairman of Midland Bank Group Unit Trust Managers. Mr F. C. Bisset has become vice-chairman and Mr R. G. Beape managing director. Members of the board are: Mr B. Aiken, Mr H. Campbell, Mr P. S. Hargreaves, Mr A. R. Hoker, Mr L. Liddison, Mr R. Stevens, Mr G. W. Taylor and Mr K. L. Watling.

General Sir Victor FitzGerald-Balfour has been made chairman of the British Club of Great Britain in succession to Major General Sir Randle Fellden.

Mr Eric Lyall has resigned from the board of Guinness, Guinness Mahon Holdings and Guinness Mahon.

Mr T. G. Wyner, Mr D. J. Dean and Mr M. Joseph have become directors of British Group. Mr Wyner is to be chairman.

Mr Alan Burr has been appointed marketing director of British Salt after the retirement of Mr I. Severn.

Mr Edward Kirkham has joined the board of Transoceanic of Eastern, and its associated UK company, European Tourist Services.

Mr Thomas T. Goodale, managing director of Persomina International UK, a subsidiary of the American Safety Razor Company, has become vice-president of the international division.

Mr M. E. Johnston, Under Secretary of State responsible for agriculture at the Ministry of Agriculture, Fisheries and Food, will be joining The Grain and Feed Trade

Association as trade policy co-ordinator next February.

Mr William Sefton has been elected chairman of the North West Economic Planning Council. He succeeds Sir William Mather.

Dr David Harper has been made deputy chairman.

John C. Greaves has been named group financial controller for Dowling & Mills.

Mr Seamus McGrath has joined the board of Leslie & Godwin (Ireland).

Mr Peter Borge is to be director general of The Soap and Detergent Industry Association. He succeeds Mr G. V. Richardson, who is to retire.

Mr F. Seaborn and Mr D. J. N. Sherlock have been appointed directors of Hutchison & Craft (London).

Mr A. C. Hornsby has been appointed chairman of Myddleton Hotels following the death of Mr F. N. Hornsby.

Mr Desmond Nicholson has ceased to be a director of James Maistead (Holdings).

Mr Robert Holder has been appointed deputy-chairman of Bridport-Gundry (Holdings).

Mr H. Marston Riley has been made a director of Bain Dawes (Midlands), the Birmingham company of the Bain Dawes group of international insurance brokers.

Mr Gordon Gibby has joined the board of Seward Baker and Mr Tony Sornice becomes a director of Seward Baker Advertising.

Sir Patrick Duff has been elected chairman of Cambridge Petroleum Royalties in succession to the late Lord Geddes.

RATNERS Jewellers of Repute

Another Record Year

Extracts from the Chairman's statement — year ended 6th April 1975

- ★ Pre-tax trading profit £1,080,530 (£900,064) - fifth consecutive record year
- ★ Sales £6,639,735 (£4,606,482)
- ★ Retail sales well ahead in the current year
- ★ Twelve new branches opened - further ten acquired
- ★ Earnings per 10p share: 23.2p (19.6p)
- ★ One for one bonus issue

85 branches throughout the UK

Commodities

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Issues & Loans

[illegible]

re's \$250m loan

[illegible]

£5m for Kensington

CHICAGO GRAINS.—Wheat just received here is close unchanged to 1¢. 12½¢.
MEAT—Scrip 41½¢. Dec. 126½¢.
 Corn 35½¢. May 110¢. 41½¢.
 Soybean 34½¢. March 74½¢.
 Rye 51½¢. May 94½¢.
 Oats 31½¢. May 74½¢.
WHEAT—Scrip 165½¢. Dec. 160½¢.
 Corn, 160½¢. May 160½¢.
 Soybean, nominal.

Bank Base Rates

[illegible]

M. J. H. NIGHTINGALE & CO LIMITED.

[illegible]

**SOBRANIE (HOLDINGS).
LIMITED**

[illegible]

In the U.S. our associate company has obtained the agency for the sale of smoking tobaccos manufactured by the

[illegible]

Laundry Division. The first phase of the Laundry Division's reorganisation has now taken place, with very satisfactory results, and we have reason to hope that the

Note: Not available for the general public.
 • Includes gross field & previous day
 • All all all dealings suspended, a total
 of each side of 100 million.

100



Stock Exchange prices

Very firm

ACCOUNT DAYS: Dealings Began, Sept. 8. Dealings End Sept. 19. Contango Day, Sept. 22. Settlement Day, Sept. 30
 Forward bargains are permitted on two previous days.

Ansafone
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 From £1.25 per week
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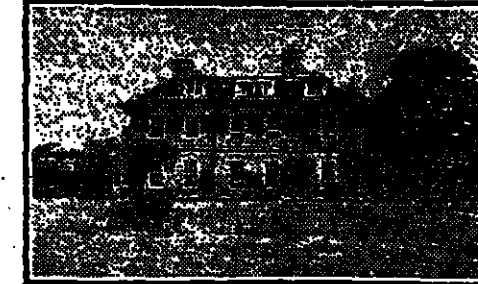
BRITISH FUNDS			COMMONWEALTH AND FOREIGN			LOCAL AUTHORITIES			FOREIGN STOCKS			DOLLAR STOCKS			BANKS AND DISCOUNT			BREWERIES AND DISTILLERIES		
Stock	Price	Change	Stock	Price	Change	Stock	Price	Change	Stock	Price	Change	Stock	Price	Change	Stock	Price	Change	Stock	Price	Change
British Fund	100.00	0.00	Commonwealth	100.00	0.00	Local Auth	100.00	0.00	Foreign Stock	100.00	0.00	Dollar Stock	100.00	0.00	Bank & Disc	100.00	0.00	Brewery & Dist	100.00	0.00

هك ان الرشل

BERNARD THORPE & PARTNERS

SURREY—OXFORD

London 22 miles, Victoria 40 minutes. Well secluded, on high ground and with full southern aspect.



A CHARMING FAMILY RESIDENCE OF MEDIUM SIZE

Lounge hall, cloakroom, 3 reception rooms, kitchen/breakfast room, 5/7 bedrooms, ample cupboards, bath/dressing room, and second bathroom. Good quality modern appointments. Gas-fired central heating. Garaging for 4 cars, workshop, stores and greenhouse. Sunny, well maintained garden of 1 acre.

£255,000 Freehold

OXFORD OFFICE: Thorpe House, Station Road West, RH8 9EJ. Tel. Oxf. 2375

DORSET

Dorchester 4 miles, Weymouth 5 miles, London 124 miles.

SPACIOUS ELIZABETHAN STYLE MANOR HOUSE

suitable for private or institutional use.

Entrance porch, cloak, reception hall, 4 reception rooms, domestic offices, 7 principal bedrooms, 4 with bathrooms en suite, 2 secondary bedrooms, bathroom. Staff flat with living room, kitchen, 3 bedrooms, box room and bathroom. Further attic rooms. Oil-fired central heating. Garaging for 3 cars. Heated swimming pool. Period stable block and outbuildings for conversion. Mature grounds bordered by stream.

In all about 6 Acres

Offers invited for the Freehold.

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EAST SUSSEX

Hove 3 miles, Eastbourne 12 miles, London 54 miles.

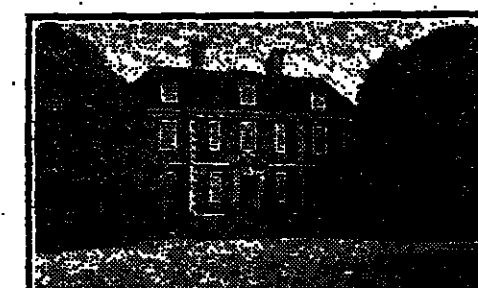
An interesting and small farming property. An impressive country house of 18th century origin with later additions. Hall, main reception room, dining room, cloakrooms, kitchen, utility room, conservatory, main bedroom suite with dressing room and bathroom. Four further bedrooms and 2 bathrooms. Two second floor bedrooms. Garaging. Stabling for 3 and Tack room. Oast house and range of traditional farmbuildings. Pasture and arable land. In all about 72 Acres

For Sale by Auction as a whole or in three lots.

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KENT—SANDWICH

Canterbury 12 miles, Dover 13 miles, London 69 miles.



A COUNTRY HOUSE DESIGNED BY SIR EDWIN LUTYENS IN 1912

Hall, cloakroom, 3 fine reception rooms, domestic offices, cellarage, principal bedroom suite with bathroom, 4 further bedrooms and second bathroom. Staff/Guest Flat. Oil-fired central heating. Self-contained garden flat and second floor flats (at £12,500 per annum). Charming Secondary House. Gardener's Cottage. Famous walled gardens and grounds designed by Gertrude Jekyll.

Offers in excess of £30,000 invited

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On the instructions of Sir Edwin Leather, KCMG, KCVO

AVON/WILTSHIRE BORDER

In the Beaufort Hunt. City of Bath 3 miles, M4 9 miles.

A SUPERBLY CONVERTED PRE-REFORMATION TITHE BARN

Carefully restored in the Georgian manner to the highest quality.

Imposing stone hall with elegant sweeping staircase, cloakroom, double drawing room, dining room, library, luxury kitchen and utility, master suite of bedroom, dressing room and bathroom, 4 other bedrooms and 2 bathrooms. Full oil-fired central heating.

Adjoining self contained staff cottage. Secluded landscaped garden, covered soft water swimming pool, Double garage.

In all about 1.1 Acre

Freehold. For Sale by Private Treaty.

Joint Sole Agents:

CRISP COWLEY & COMPANY, York Street

Chambers, Bath. Tel. 0225 20331

BERNARD THORPE & PARTNERS, 3 York Buildings, George Street, Bath. Tel. 0225 62866

SURREY

Woking 2 miles, Guildford 8 miles, London 23 miles.

A MODERN GEORGIAN STYLE FARMHOUSE

Hall, sitting room, dining room, study, kitchen, cloakroom, utility room, 4 bedrooms, bathroom, shower room.

Range of outbuildings, 8 loose boxes, Post and rail paddocks.

About 9 1/2 Acres

Price offers in the region of £50,000

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KENT

Tunbridge Wells 7 miles, London 45 miles.

Substantial Country House

built in the 1930s in the Elizabethan style to a very high standard enjoying magnificent views over undulating countryside.

Fine galleried reception room, 3 other reception rooms, domestic offices, 4 main bedrooms and 2 bathrooms, 4 secondary bedrooms and bathroom.

Double garage, swimming pool, grass tennis court. Delightful gardens and grounds.

In all about 5 Acres

Price £70,000

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KENT—COWDEN

In a beautiful setting enjoying undulating rural views.

AN IMPECCABLE RESIDENCE

Entrance hall, cloakroom, superb lounge, dining room, study, fully fitted kitchen/breakfast room, utility room, boiler/drying room, principal bedroom, luxurious bathroom and dressing room en suite, 3 further bedrooms and second bathroom, guest suite of bedroom and bathroom.

Full central heating. Triple garage block. Garden, orchard, pasture and woodland.

About 50 Acres

Offers invited for the freehold.

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SUSSEX—ASHDOWN FOREST

Uckfield 8 miles, East Grinstead 9 miles, London 38 miles.

A CHARMING HOUSE BUILT IN THE DUTCH STYLE

occupying an elevated site, with far reaching views. Hall, cloakroom, fine lounge, sun room, dining room, study, kitchen/breakfast room, 5/6 bedrooms, bathroom. Oil-fired central heating.

Established gardens and grounds. Swimming pool. Hard tennis court. Outbuildings. Paddock.

In all about 5 Acres

Price £57,000

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

BERKSHIRE

Bracknell 3 1/2 miles, Windsor 6 miles, London 26 miles.

A FINE FAMILY HOUSE OVERLOOKING THE ASCOT RACECOURSE

Hall, 3 reception rooms, 4 bedrooms, 2 bathrooms. Full oil-fired central heating.

Garage, formal and vegetable gardens. In all about one-third of an Acre

Price offers in the region of £32,000 Freehold

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

KENT

Tunbridge Wells 5 miles, Sevenoaks 5 miles, London 31 miles.

A XVIII-CENTURY HALL HOUSE

(Grade II) exceptionally well preserved and in delightful rural surroundings.

Reception hall, cloakroom, 3 reception rooms, kitchen/breakfast room, utility room, excellent cellarage, 6 bedrooms, 2 bathrooms. Oil-fired central heating.

Garage block with office and potential staff flat. Further double garage. Building (possible pony boxes).

Beautiful gardens and grounds, paddock.

About 3 1/2 Acres

(Staff cottage in the village available in addition, if required.)

Price £80,000 Freehold

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

URGENTLY REQUIRED BY CLIENT

SUSSEX, SURREY OR HANTS

(Preferably in the Midhurst-Petworth-Hastlemere Triangle).

* 4/5 Bedrooms

* 2/3 Reception Rooms

* Stabling

* 15-50 Acres

Up to £50,000 available.

No commission required from Vendor and property not on the public market will be treated in the strictest confidence.

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KENT—TUNBRIDGE WELLS

Quiet rural situation, within 10 minutes walk of the Central Station and shops.

DETACHED WELL-BUILT RESIDENCE OF CHARACTER

converted into 2 self-contained flats.

First floor with 2 reception rooms, kitchen, 4 bedrooms, 2 bathrooms.

Central heating. Double garage and garden.

VACANT POSSESSION

Ground floor flat at present let to excellent tenant. Strongly recommended at £30,000

TUNBRIDGE WELLS OFFICE: 49 High Street. Tel. 0892 26472

SUSSEX—adjacent to Hickstead

Cuckfield 4 miles, Haywards Heath 6 miles, Brighton 10 miles.

ATTRACTIVE COUNTRY HOUSE WITH SOUTHERLY ASPECT IN A SUPERB RURAL POSITION

Entrance hall, drawing room, dining room, study, kitchen, 4 bedrooms, bathroom. Central heating.

Double garage. Good size garden. Small lake.

PASTURELAND totalling about 30 Acres.

Reduced to £39,950 (purchased at £82,500 in 1973)

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GLOUCESTERSHIRE

Ewan Village, 1 mile from Kemble Station, Cirencester 4 miles, London 85 miles.

CHARMING COTTAGE STONE HOUSE

of character

Hall, cloakroom, 2 reception rooms, kitchen/breakfast room, rear hall, laundry room, 5 bedrooms, 2 bathrooms, 4 attics rooms.

Pleasant gardens. Useful outbuildings.

Stone barn for conversion.

Valuable planning consent for 4 dwellings

2 level paddocks.

About 3 1/2 Acres

For Sale by Auction October 8th (if not sold)

CHELTHAM OFFICE: 1 Queens Circus, GL50 1RX Tel. 0242 39202; or Head Office as below.

KENT—NORTH DOWNS

Sevenoaks 5 miles, Central London 18 miles.

INTERESTING RESIDENTIAL AND SMALL EQUESTRIAN PROPERTY IN COMPLETELY SECLUDED AND UNSPOILT COUNTRY

An extremely manageable house of character adaptable as two units if required.

Hall, 3 Reception Rooms, 7 Bedrooms, 2 Bathrooms. Oil-fired Central Heating throughout.

Stabling including 5 Loose Boxes, Tack Room, Paddock.

In all about 25 Acres

Offers in the region of £80,000 invited

HEAD OFFICE: as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

SUSSEX—WADHURST

Wadhurst 2 miles, Tunbridge Wells 7 miles, London 50 miles.

A WELL SITUATED TUDOR COTTAGE

with extensive views over rolling woodland

Halfway, drawing room, kitchen, utility room 3 bedrooms, bathroom, separate W.C. Oil-fired central heating.

Planning permission for extension of accommodation.

Garage/storeroom, 12 modern loose boxes and hay store, 6 Sheltered paddocks and woodland.

About 50 Acres

Offers in the region of £50,000

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

GWENT

M50/A40 2 miles, Newport/M4 15 miles.

A RECENTLY RENOVATED PERIOD RESIDENCE

Superbly located in secluded rural surroundings.

Reception hall, 4 reception rooms, usual domestic offices, 6 principal bedrooms, 3 secondary bedrooms and 4 bathrooms.

Oil-fired central heating.

Immaculate 2 1/2 acre grounds, stables, garaging and modern 3 bedroom gardener's cottage.

To Let on Long Lease

ABERGAVENNY OFFICE: 22 Frogmore Street, Abergavenny, Gwent NP7 5AH. Tel. 0873 4579

WEST SOMERSET

Exmoor National Park, Dulverton 6 miles, Exford 4 miles.

CHARMING COUNTRY HOUSE

Part slate hall and situated close to the small well-known village of Winsford, with excellent views.

3 reception rooms, domestic offices, 4 bedrooms, bathroom. Self-contained flat providing further reception room, 2 bedrooms and bathroom, or the whole can be incorporated with the main house.

Full central heating.

2/3 loose boxes, garaging and other outbuildings. Centrally heated studio.

Building plot with outline planning approval.

Pasture paddocks. In all over 2 Acres.

For Sale by Private Treaty. Offers around £40,000

CHELTHAM OFFICE: 1 Queens Circus, GL50 1RX Tel. 0242 39202

DORSET—BOURNEMOUTH/POOLE

Canford Cliffs, near famous "Compton Acres" Gardens, and yachting and golf facilities.

QUEEN ANNE STYLE RESIDENCE

designed and built to a high standard in 1938.

Hall, cloak, lounge, dining room, study, kitchen and bathroom. Self-contained flat with bathroom with bedroom/dressing room en suite, 4 other bedrooms and second bathroom.

Gas-fired central heating. Integral double garage. Garden about 1 acre.

Freehold £44,500 or near.

BOURNEMOUTH OFFICE: 108 Old Christchurch Road, BH1 1LY. Tel. 0202 21821

SUSSEX

East Grinstead 3 miles, Tunbridge Wells 12 miles, London 32 miles.

Occupying a splendid rural yet accessible position with unrivalled views



AN ATTRACTIVE AND WELL FITTED COUNTRY HOUSE

Hall, cloakroom, 3 reception rooms, modern kitchen, study, office, 4 bedrooms, dressing room, 2 bathrooms. Full central heating.

Pleasant gardens. Studio/playroom for conversion. Garaging with Chantrelle's flat.

Range of stabling and paddocks.

With 6 1/2 Acres (additional land and buildings if required).

Price offers in excess of £67,500

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

KENT—LANGTON GREEN

Tunbridge Wells Station 2 miles.

A MOST ATTRACTIVE ARCHITECT DESIGNED RESIDENCE

Delightful position in secluded and sheltered setting, grand views to the South.

3 reception rooms, sun loggia, kitchen, 5 bedrooms, bathroom.

Double garage. Garden and paddock 1 1/2 Acres

£42,500 Freehold

TUNBRIDGE WELLS OFFICE: 49 High Street. Tel. 0892 26472

KENT

Tunbridge Wells 4 miles, Tonbridge 4 miles, London 34 miles.

AN OUTSTANDING PERIOD COUNTRY HOUSE

Enjoying spectacular views.

Hall, 3 reception rooms, excellent domestic offices, master suite with bedroom, dressing room and bathroom. 3 further main bedrooms and second bathroom, staff flat, 3 secondary bedrooms and bathroom.

Oil-fired central heating.

Garaging. Superb gardens, grounds and woodland.

IN ALL ABOUT 10 ACRES

For sale by private treaty.

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

GWENT

In delightful rural surroundings in the renowned Vale of Usk.

MAGNIFICENTLY PROPORTIONED COUNTRY RESIDENCE

Reception hall, 4 reception rooms, usual offices, 8 bedrooms, 2 bathrooms and staff quarters.

Oil-fired central heating. Stabling, garaging for 6 cars. First floor flat.

About 7 acres with immaculate grounds.

Offers around £50,000

Gardener's cottage and 4 1/2 acre field also available.

ABERGAVENNY OFFICE: 22 Frogmore Street, Gwent. Tel. 0873 4579

KENT—KNOCKHOLT

Orpington 5 miles, Sevenoaks 6 miles, London 16 miles.

A SUPERB SOUTH FACING COUNTRY HOUSE

occupying a magnificent elevated position with far reaching views.

Hall, cloakroom, 2 reception rooms, modern domestic offices, playroom, 4/5 bedrooms, 2 bathrooms, nursery suite, Guest/staff accommodation. Oil-fired central heating.

Garaging for 3 cars.

Attractive gardens and grounds with 40ft. heated swimming pool.

First class stabling, paddock.

5 Acres

Offers in the region of £55,000

HEAD OFFICE, as below, or Fiveways, Tunbridge Wells, Kent. Tel. 0892 30176

BERNARD THORPE & PARTNERS

LONDON FLATS AND HOUSES

ST. JOHN'S WOOD, N.W.8

Modern south facing second floor flat in excellent decorative condition in sought after block, 2 bedrooms, reception room, kitchen, bathroom, cloakroom, central heating, constant hot water, lift, porter, parking, double glazing, balcony. Lease 89 years. £35,000

EMPIRE HOUSE, S.W.7

Spacious third floor flat in need of some modernisation in large mansion block 2/3 bedrooms, 1/2 reception rooms, kitchen, bathroom, separate W.C., central heating, constant hot water, lift, porter, entryphone. Lease 32 years. £19,000

CURZON STREET, W.1

A quiet first floor flat in need of redecoration in well maintained block. 2 bedrooms, reception room, kitchen, breakfast room, 2 bathrooms, separate W.C., central heating, constant hot water, lift, porter, entryphone. Lease 71 years. £37,500

SUSSEX PLACE, W.2

A spacious fourth floor family flat requiring redecoration in purpose built block. 5 bedrooms, double reception room, kitchen, 2 bathrooms, central heating, constant hot water, lift, porter. Lease 57 years. £47,000

SLOANE SQUARE, S.W.1

Outstanding spacious 1st floor family flat in prestige block. 6 bedrooms, 3 reception rooms, kitchen/breakfast room, 3 bathrooms, 2 cloakrooms, utility room, central heating, constant hot water, lift, porter, entryphone, double glazing, use of garden. Rent £2,450 p.a. inc. £18,000. Lease 2 years (renewable)

PRINCES GATE, S.W.7

Spacious ground floor flat requiring certain amount of modernisation and redecoration, in large converted property. 2/3 bedrooms, 2/3 reception rooms, kitchen/breakfast room, 2 bathrooms, central heating, constant hot water, lift, porter, large terrace, also separate basement flat of 2 double bedrooms, 2 bathrooms, 2 store rooms, and a laundry room. Lease 1,972 years. £48,000

LOWNDSE CLOSE, S.W.1

Compact mews house in need of complete redecoration and modernisation. 2 bedrooms, 2 reception rooms, kitchen, 2 bathrooms, cloakroom, central heating, lift, porter. Lease 58 years. £45,000

PORTMAN TOWERS, W.1

A most attractive south facing ninth floor flat in first class condition in prestigious modern block. 2 bedrooms, double reception room, kitchen, 2 bathrooms, cloakroom, central heating, constant hot water, lift, porterage, entryphone, garage space. Lease 113 years. £58,000

RUTLAND GATE, S.W.7

Well decorated lower ground floor flat. 2 bedrooms, reception room, kitchen, bathroom, cloakroom, utility room, central heating, lift, entryphone, patio, communal garden. Lease 52 years. £23,000

VILLAGE CLOSE, N.W.3

Attractive and well arranged modern end-of-terrace property. 4 bedrooms, 2 reception rooms, kitchen, 2 bathrooms, central heating, paved garden, garage. £43,000

ST. STEPHEN'S CLOSE, N.W.8

Spacious second floor family flat requiring a certain amount of modernisation and redecoration in sought after block. 5/6 bedrooms, 2/3 reception rooms, kitchen/breakfast room, scullery, 2 bathrooms, cloakroom, central heating, constant hot water, lift, porter, parking. Lease 94 years. £59,000

ROEBUCK HOUSE, S.W.1

A most attractive ninth floor flat in luxury modern block, bed/sitting room, kitchen, bathroom, central heating, lift, resident porter, balcony. Rent £700 per annum exclusive. Lease 2 years approx. £2,500

GROSVENOR SQUARE, W.1

Outstanding second floor flat decorated in traditional style which is ideal for entertaining. 4 bedrooms, 2 reception rooms, kitchen, breakfast room, 2 bathrooms, cloakroom plus staff quarters of 3 rooms and bathroom. Central heating, constant hot water, lift, porterage. Lease 50 years. £200,000

WHITEHALL COURT, S.W.1

A selection of flats available in this luxury block overlooking the River Thames. 3 bedrooms, 2 reception rooms, kitchen, 2 bathrooms, central heating, constant hot water, lift, porter, restaurant. Lease 53 years. £55,000/£78,500

SLOANE COURT WEST, S.W.3

An attractive and quiet second floor flat in well run block. 2 bedrooms, reception room, kitchen, bathroom, separate W.C., central heating, constant hot water, lift, porter, entryphone. Lease 29 years. £23,000

HEAD OFFICE: 1 BUCKINGHAM PALACE ROAD, LONDON SW1W 0QD TELEPHONE 01-834 6890

KENSINGTON S.W.5

Convenient family house, easy to run, built 1937. Three reception rooms, large kitchen, cloakroom, master suite and 4 bedrooms (all with fitted cupboards) and 2nd bathroom. Gas central heating. Fitted carpets. Parking space for 2 cars. Small rear garden. Private sale, freehold.

£45,000 o.n.o.

TELEPHONE: 01-602 5299

ISLINGTON, N.1

An attractive modern first floor flat in a superb location. 2 bedrooms, reception room, kitchen, bathroom, parking space. £15,000.

REES STREET, N.1

A modernized terrace Victorian house in quiet location. 3 bedrooms, reception room, kitchen, bathroom, utility/cloakroom, rear garden and parking. £25,000.

DEBENHAM TEWSON AND CHINCOCKS

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THURLEIGH ROAD, S.W.12

2-bedroom, semi-detached house with garage in this popular road close to Wandsworth and Clapham Common. Fitted kitchen, dining room, living room, bathroom, gas central heating, double glazing, carpeted floors. £25,500

BELSON & CO.

73 Belvedere Rise, S.W.11.

Tel. 228 4115

FULHAM, S.W.6

2-bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

GIDEA PARK ESSEX

Situated near Golf course and park

Exclusive residential area. Architect designed. Detached house built 1961. 3 spacious double bedrooms, 2 1/2 bathrooms, 2 reception rooms, fitted kitchen/diner, three-quarter bathroom with shower unit, separate toilet. Gas central heating throughout. Fitted carpets. Garage. Garden.

£26,500 FREEHOLD

Ring Southend on Sea (0703) 544574

IMMEDIATELY

KENSINGTON PLACE, W.8

Georgian terraced house of charm and character set in a quiet residential area. 3 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

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Write to: Mr. J. H. Smith, 100, The Strand, London W.C.2

BARNBURY, N.1

Tastefully furnished 3 bedroom residence, situated in prime position—regarded as one of the best in the area. 3 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

PRESBURY & CO.

308-109 Upper St. N.1.

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WANDSWORTH COMMON, S.W.18

3 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

LONDON FLATS

BUCKINGHAM GATE, S.W.1

Delightful fourth floor flat with view to St. James's Park. Double bedroom, charming bright sitting room with French windows to balcony, kitchen and bathroom. Underfloor heating, lift, carpark. Lease 92 years. Ground rent £20 per annum.

£24,000 or reasonable offer to include carpets, curtains and other fixtures.

01-242 9635 or 01-222 0321 evenings.

BELGRAVIA

Immaculate top maisonette with 2 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

MAYFAIR

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

CHELSEA

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

W1 MEWS COTTAGE

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

HINTON & CO.

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4 BEDROOMS KENSINGTON S.W.10

Unusually spacious flat in a prime location. 4 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

CONINGHAM RD., W.12

Green flaggers' attractive garden, 2 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

ST. ELMO RD., W.12

A magnificent property, open plan, 2 bedrooms, 2 bathrooms, kitchen, dining room, living room, separate cloakroom, bathroom, central heating, double glazing, carpeted floors. £25,000

KENSINGTON, S.W.10

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SOUTH KENSINGTON, S.W.7

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

ALBANY COURT, S.W.1

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

PIED-A-TERRER

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

ST. JAMES'S GARDENS, W.11

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

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WANDSWORTH COMMON, S.W.18

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BROOK GREEN, W.14

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

ECCESTON SQUARE, N.W.5

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

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2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

LURROT BRAND & CO.

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

BELGRAVIA MEWS

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

COOMBE HILL, S.W.13

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

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2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

NOTTING HILL GATE, W.2

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

KING'S CROSS, N.1

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

W1 MEWS COTTAGE

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

PRINCE ALBERT ROAD, N.W.8

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WINCHESTER STREET, S.W.1

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CONINGHAM RD., W.12

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ST. ELMO RD., W.12

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

KENSINGTON, S.W.10

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

SOUTH KENSINGTON, S.W.7

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

ALBANY COURT, S.W.1

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

PIED-A-TERRER

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

ST. JAMES'S GARDENS, W.11

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

FULHAM, S.W.6

2 bedroom, 2-bath, 2-reception room, kitchen, bathroom, utility, rear garden and garage. £15,950. Ridley and Co. 589 6311

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£59,500 Freehold. Premier Road close shops and Common. Substantial detached family house. 6 principal bedrooms, 2 additional bedrooms and playroom, lounge hall, 3 reception, cloakroom, kitchen, cellarage. Oil C.H. Double garage. Large garden.

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£22,000 Long Lease. Charming first-floor flat in a substantial converted house of character. Pleasant outlook and use of garden. 2 minutes high street and shops. 3 bedrooms, bathroom, fine living room. Kitchen. Garage (rented). Sole Agents.

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REDFEARN & REDFEARN

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Large reception, 2 double bedrooms, dining hall, 2 bathrooms, 2 reception rooms, kitchen, breakfast room, utility room, bathroom, central heating, double glazing, carpeted floors. £25,000 Freehold. Apply: 01-874 1122 or 01-750 7127.

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Impressive Edwardian family house comprising 5 bedrooms, 2 bathrooms, 2 reception rooms, kitchen, breakfast room, utility room, bathroom, central heating, double glazing, carpeted floors. £25,000 Freehold. Apply: 01-874 1122 or 01-750 7127.

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The person appointed will be the secretarial focus for this essential service and will report directly to one senior hospital administrator. She will co-ordinate the activities of a number of committees and work closely with senior administrative staff who have a direct responsibility for attending meetings and recording decisions. Services of a copy typist available.

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Tower Hamlets Health District—
part of The City and East London
AHA (7)

Tower Hamlets

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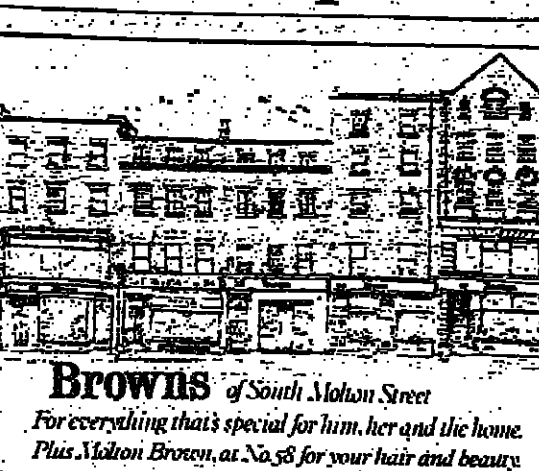
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ght entertainment. Versatile Billy Dainty starts in his own show and hopes to make a laugh (ITV 8.0). Afterwards comes a documentary on a school for comics (V 9.0). Electric Folk, if that is your sort of music, brings Steeleye Span to a st Country inn (BBC2 10.50) and there is soul singing with Barry White (3C2 7.45). For more sophisticated tastes Kenneth Clark is the guide to carvings in Irus ivory (BBC2 8.35) while Scottish Television looks back on the Edinburgh Festival (ITV 10.30). The Liberal Party Assembly gets special attention (BBC2 15 am and 11.25 am onwards: ITV 1.0). Sportsnight bounces back with European cer (BBC1 9.55).—L.B.

C1

pm, News, 1.00, Pebble 1.45-2.00, Cambridge 1.45-2.00, Play School, 4.25, 4.30, Jockey, 4.30, 4.35, 4.40, 4.45, 4.50, 4.55, 5.00, 5.05, 5.10, 5.15, 5.20, 5.25, 5.30, 5.35, 5.40, 5.45, 5.50, 5.55, 6.00, 6.05, 6.10, 6.15, 6.20, 6.25, 6.30, 6.35, 6.40, 6.45, 6.50, 6.55, 7.00, 7.05, 7.10, 7.15, 7.20, 7.25, 7.30, 7.35, 7.40, 7.45, 7.50, 7.55, 8.00, 8.05, 8.10, 8.15, 8.20, 8.25, 8.30, 8.35, 8.40, 8.45, 8.50, 8.55, 9.00, 9.05, 9.10, 9.15, 9.20, 9.25, 9.30, 9.35, 9.40, 9.45, 9.50, 9.55, 10.00, 10.05, 10.10, 10.15, 10.20, 10.25, 10.30, 10.35, 10.40, 10.45, 10.50, 10.55, 11.00, 11.05, 11.10, 11.15, 11.20, 11.25, 11.30, 11.35, 11.40, 11.45, 11.50, 11.55, 12.00, 12.05, 12.10, 12.15, 12.20, 12.25, 12.30, 12.35, 12.40, 12.45, 12.50, 12.55, 1.00, 1.05, 1.10, 1.15, 1.20, 1.25, 1.30, 1.35, 1.40, 1.45, 1.50, 1.55, 2.00, 2.05, 2.10, 2.15, 2.20, 2.25, 2.30, 2.35, 2.40, 2.45, 2.50, 2.55, 3.00, 3.05, 3.10, 3.15, 3.20, 3.25, 3.30, 3.35, 3.40, 3.45, 3.50, 3.55, 4.00, 4.05, 4.10, 4.15, 4.20, 4.25, 4.30, 4.35, 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